

TOP-NOTCHER COMPETITION

TRADE SALES REPRESENTATIVES

DISTRICT PRIZES

1st, \$200; 2d, \$100; 3d, \$50.

Top-Notcher Trade Sales Representative for entire Company will receive \$200 in addition to district prize.

	Points	Points Decline Each Place
Highest percentage estimated total net sales	125	3
Highest percentage estimated net trade sales	75	2
Highest percentage estimated net manufacturers and railway sales	60	2
Highest percentage gain in total net sales over previous year	60	2
Largest gain in dollars and cents for the year (net sales)	45	1
Highest percentage estimated varnish sales	60	2
Lowest percentage on sales, deductions and expense report	75	2
Highest percentage estimated new agents	35	1
Highest percentage estimated total new accounts of all kinds	35	1
Best showing compared with other Representatives on greatest number of gains as shown on the Trade Sales Report (29x7) on the following lines: Varnishes, Driers and Japans, SWP, Inside Floor Paint, Floorlac, Floor Wax and Crack and Seam Filler, Enameloid, Buggy and Auto Paint, Varnish Stains, Handcraft Stains, Enamels, Aluminum and Gold Paint, Wagon and Implement Paint, Commonwealth Barn Red, Roof and Bridge Paint, Quick-Drying Colors, Taxite, Shingle Stain, Flat- Tone, Bras-Brite	75	2
Highest average on territorial work	75	2
Largest number of orders taken	15	1/2
	735	

NET SALES

Net sales shall be gross sales, less sale of combination leads and zincs, linseed oil and unmanufactured sundries, also freight allowances, returned goods, overcharges and errors in billing; plus percentage credit for sale of S-W Old Dutch Process White Lead and Linseed Oil.

MANUFACTURERS SALES REPRESENTATIVES

Prize: \$200

	Points	Points Decline Each Place
Highest percentage estimated total net sales	125	3
Highest percentage gain total net sale over previous year	60	2
Largest gain dollars and cents, net sale over previous year	35	1
Highest percentage estimated varnish sales	40	2
Lowest percentage sales, deductions and expense report	75	2
	335	

RAILWAY, STREET RAILWAY AND MARINE REPRESENTATIVES

Prize: \$200

	Points	Points Decline Each Place
Highest percentage estimated total net sales	125	3
Highest percentage gain total net sales over previous year	60	2
Largest gain dollars and cents, net sale over previous year	35	1
Highest percentage estimated varnish sales	40	2
Lowest percentage sales, deductions and expense report	75	2
	335	

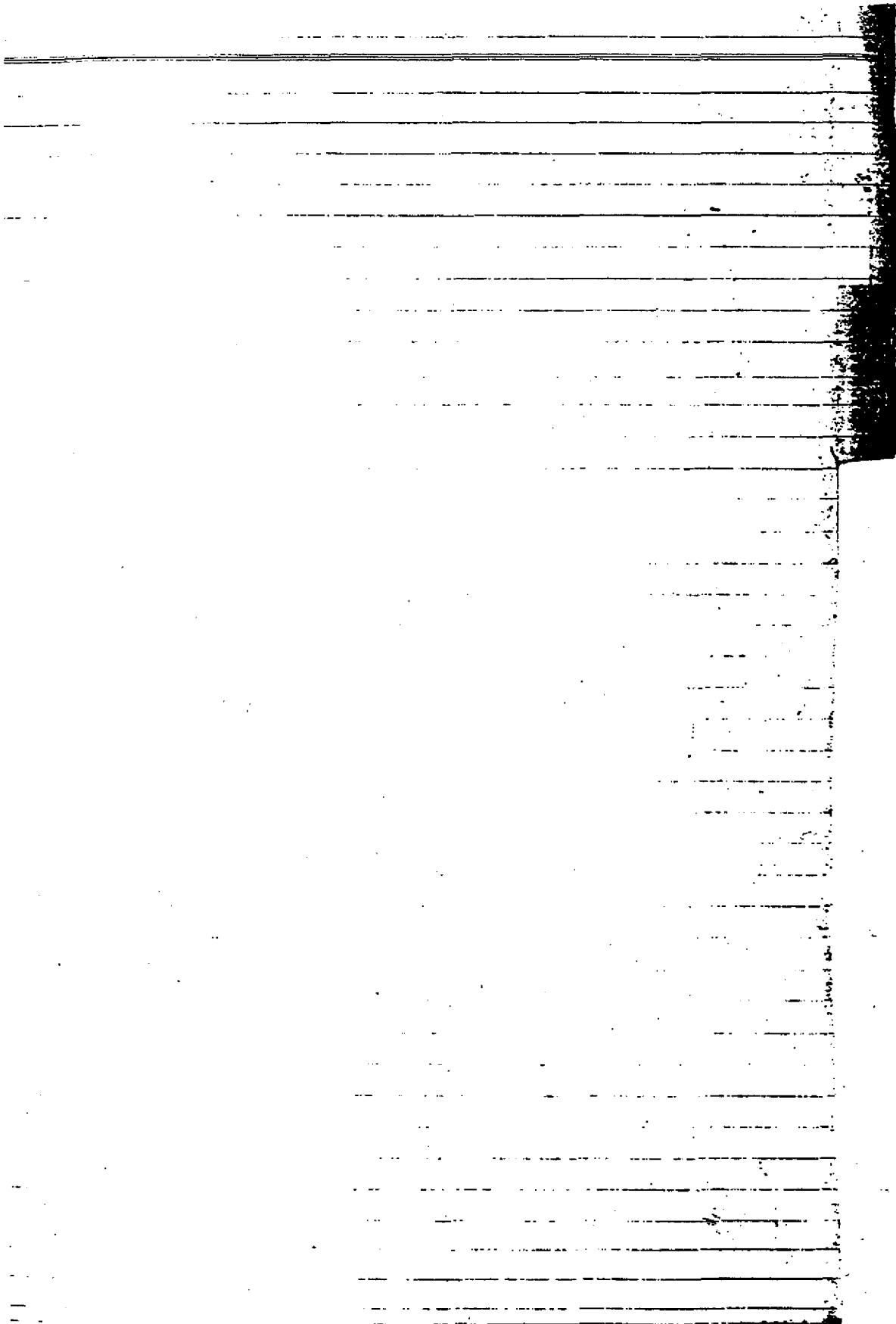
BONUS FOR REACHING ESTIMATE

Every Representative who reaches his estimate for total net sales during the coming year shall receive a bonus of One Hundred Dollars (\$100), and every Representative, excepting Railway Representatives, who reaches his total net varnish estimate shall receive a bonus of Fifty Dollars (\$50), provided, however, that the payment of such bonus shall be optional with the management in the case of any Representative who does not remain in the service during the ensuing year, and it also shall not apply to any one who begins on any territory after the completion of the first quarter. Representatives who begin service on any territory after the completion of the first quarter shall also be ineligible to the Top-Notcher Competition, except by special ruling of the management.

Effective September 1, 1914.

B-35r L-14 423

0007-SWP-000010220



0007-SWP-000010221

AUTOMOBILE REFINISHING OUTFIT FOR SMALL CARS

PRICE PER OUTFIT COMPLETE \$5.00

Trade Discount 54 per cent



In order that automobile owners may maintain the good appearance of their cars by doing their own refinishing, we have brought out our special AUTOMOBILE REFINISHING OUTFIT. It contains those finishes of primary importance for repainting, and a folder giving directions accompanies every outfit. The outfits are packed in box-board cases ready for shipment, and will not require repacking.

THE OUTFIT CONTAINS THE FOLLOWING MATERIALS:

- 2 Pints Buggy and Auto Black
- 3 Pints Buggy and Auto Blue
- 3 Pints Buggy and Auto Clear Varnish
- 1/2 Pint Enamel Leather Dressing
- 1/2 Pint Buggy and Auto Rubber Finish (For producing dull black finish on auto lamps)
- 1/2 Pint Bras-Brite
- 1 Free Sample Flaxoap
- 3 Sheets No. 1/2 Sandpaper
- 3 Sheets No. 0 Sandpaper

It should be clearly understood by our Representatives that the colors selected are the new colors for Ford Automobiles, and if any customer wants other colors the only thing necessary to do is to open up the carton and substitute other shades of Buggy and Auto Paint for the Black and Blue. In selling these outfits it is important that our Representatives sell our agent a good supply of the other shades of our Buggy and Auto Paint line. This assortment affords a splendid opportunity of introducing our Bras-Brite and Flaxoap, and should also result in a liberal sale of our Buggy and Auto Rubber Finish.



A-15 593

0007-SWP-000010222

THE LARGEST PAINT AND VARNISH MAKERS IN THE WORLD

THE paints, varnishes, colors and specialties listed in the following pages include everything demanded in modern finishing. They will satisfactorily supply the paint and varnish needs of the painter and decorator, the sign-writer, the contractor and builder, the architect, the carriage custom and repair-shop, the property-owner, the farmer and the housewife.

We offer our line of products to the trade with the knowledge that they will fulfil every claim we make for them and, when used as intended, will always prove satisfactory.

Controlling as we do, the supply of nearly all important raw materials used in our products and maintaining chemical laboratories and testing-rooms where they are carefully examined for quality, we are able to offer goods of higher quality, which are more reliable and uniform than those made by less favorably situated makers. When pushed by a live, wide-awake merchant, Sherwin-Williams Paints and Varnishes will overcome competition, bring good trade and profits and give the dealer a reputation for reliable goods that will be one of his most valuable trade assets.

The Sherwin-Williams Co. was founded in 1866. Ever since that time we have held strictly to the highest standard of quality in paint and varnish making. We believed that the best goods would sell the best and our splendid success has proved we were right. Today we are the largest concern of the kind and growing rapidly. Our facilities include:

Five Factories, in Cleveland, Chicago, Montreal, Newark, and London, England.

Warehouses and Offices in principal cities from Atlantic to Pacific Ocean.

Representatives covering every important paint and varnish field in the world.

Linseed Oil Mills, where we make, treat and age strictly pure linseed oil for our products.

Lead and Zinc Mines and Smelters, where we employ large forces of men to mine and convert these ores.

White Lead Plants, where we corrode white lead by the Old Dutch Process, and manufacture other lead products.

Dry-Color Factories, the largest and best equipped in America, where our dry colors are made.

Lime-Sulfur Solution, Arsenate of Lead and Paris Green Factories, where we make a complete line of insecticides and fungicides.

Varnish, Japan and Drier Works, where these products are made exclusively.

Tin Can Factories, that make the tin cans we use.

Box Factory. A separate plant where boxes of all kinds are manufactured.

Printing Plant, with seventeen presses, bindery, sampling and finishing department, etc., where our advertising and printing are economically handled.

Machine-Shops, that make mills and machinery of our exclusive design.

These facilities enable us to make sure our goods are right from the foundation up and save us much in cost of manufacture that is put into the quality of the goods and the maintenance of a strict standard of service.





THE SHERWIN-WILLIAMS Co.

FACTORIES AND OFFICES

CLEVELAND, 601 Canal Road, N. W.
CHICAGO, Pullman Station
NEWARK, Brown Street and Lister Avenue
MONTREAL, 897 Centre Street
LONDON, ENGLAND

WAREHOUSES AND OFFICES

BIRMINGHAM, 2309-2311 Morris Avenue
BOSTON, 11-13-15 Stillings Street
BUFFALO, 66-68 Erie Street
CHICAGO, City Office, 1101-1103 People's Gas Building
CINCINNATI, 420 Pioneer Street
DALLAS, 2411 Swiss Avenue
DENVER, 2249-2251 Blake Street
DETROIT, 138-140 Bates Street
HOUSTON, Corner Pine and Steam Mill Streets
INDIANAPOLIS, 314-316 West Georgia Street
KANSAS CITY, 1400 St. Louis Avenue
LONDON, ENGLAND, 7 Well Court, Queen Street, E. C.
LOS ANGELES, 820-822 Stephenson Avenue
MINNEAPOLIS, 119-121 Second Street, North
NEW ORLEANS, 322-326 Lafayette Street
NEW YORK, 119-123 West 31st Street and 117-120 West 32d Street
OMAHA, Corner Tenth and Dodge Streets
PHILADELPHIA, Delaware Avenue and Chestnut Street
PITTSBURG, 804 Penn Avenue
PORTLAND, Ore., 469-471 Everett Street
SAN ANTONIO, 101 East Commerce Street
SAN FRANCISCO, 454-466 Second Street
SAVANNAH, 745 Wheaton Street
SEATTLE, 512 First Avenue, South
SPOKANE, Corner Railroad Avenue and Wall Street
ST. LOUIS, Second and Clinton Streets
TORONTO, 86 York Street
VANCOUVER, 827 Powell Street
WINNIPEG, Corner Vincent and Whyte Avenue

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SHERWIN-WILLIAMS PAINT, PREPARED

FOR BUILDINGS, OUTSIDE AND INSIDE

The most durable and economical paint that can be made. There is no other material, either ready prepared or hand-mixed, that will give such uniformly good results. SWP is made from carefully selected materials that the most reputable and intelligent authorities recognize as possessing best paint qualities, thoroughly mixed in most scientific proportions to insure best results, and very finely ground in machinery of our own design. On comparative test with lead and oil or cheaper materials, SWP will prove to cost less by the job, or on an average per year will cost less per 1000 square feet, because it spreads easier under the brush, saves the painter's time, covers the greatest number of square feet to the gallon and wears the longest possible time. *Briefly, a given surface can be properly painted with SWP for a less average cost per annum than any other paint made, including pure white lead and oil.* SWP is made in one quality only, and that the very best that our long experience in high-grade paint-making indicates will give best results. SWP has been on the market for over 40 years and enjoys a higher reputation and larger sale than any other paint in the world. It will cover 360 square feet of average surface two coats to the gallon. SWP is sold direct to dealers who have been selected as our agents for its sale to consumers. There is but one price for the paint, all dealers or agencies being served alike. For usual directions for use, see our color-cards and labels on each can. For detailed directions for specific surfaces, see our pamphlet, "The Right Use of Paint."

SWP PRIMERS

GRAY AND YELLOW

A scientific under-coating and best foundation on which to apply good paint. Costs no more per job than a primer made from cheap ochre, either paste or dry, which sort of primer is absolutely worthless as a foundation for subsequent coats. *Furnished heavy in consistency and should be reduced with two gallons of pure raw linseed oil and one quart to three pints pure spirits turpentine to each gallon of primer for priming ordinary new or for first coats on old, weather-beaten surfaces.*

SWP WHITES

SWP OUTSIDE GLOSS WHITES

The most durable and economical white paints for general use on all exposed surfaces. Our Pure Outside Gloss White is an absolutely pure paint, containing nothing but pure carbonate of lead (ODP), sulphate of lead, pure oxide of zinc, and pure linseed oil with the necessary japan drier and turpentine.

SWP CHINA GLOSS WHITE

Slower drying and not quite so white as Inside Varnish White, but very satisfactory for ivory white finish on interiors where economy is of first importance.

SWP FLAT WHITE

For finishing without a gloss or as a ground coat for S-W Inside Varnish White. The best paint for this purpose ever prepared for the market. Extensively used by contracting painters and decorators instead of lead, for flat coating.

SWP INSIDE VARNISH WHITE

For producing a white, varnish finish on inside work. It dries better, works freer, and is more economical than the varnish whites under various names generally found on the market. Apply over two or more coats of Flat White.



Advance in Prices

Cleveland, Ohio, March 1st, 1916.

To Our Customers:

You are, without question, fully acquainted with the abnormal conditions existing in the business world at this time.

You are familiar with the tremendous advances in costs of virtually all raw materials as well as manufactured products.

The metal markets, oil markets, and in fact the costs of virtually every item entering into the manufacture of paints and varnishes have made such tremendous advances since our last advances in prices that further increases in our selling prices are absolutely necessary.

Effective March 1st, we will advance our prices on the following leading lines and are advising you at this time so that you may be fully posted:

Sherwin-Williams Paint (Prepared) SWP.....	10c per gallon
Porch and Deck Paint.....	10c " "
Inside Floor Paint.....	10c " "
Liquid Flat Tone.....	20c " "
Commonwealth Barn Red and Gray.....	10c " "
Roof and Bridge Paint.....	10c " "

It will also be necessary for us to advance many of our lines of paint and varnish specialties. Our costs are now being figured and a complete revised price list will be forwarded to you within the next few days.

We would assure you that the advances which are being put into effect are forced upon us entirely by the raw material market situation and do not cover the actual increased costs to us of our manufactured products.

We would strongly urge our agents to promptly advance their re-sale prices on materials in stock so that there will be a fair margin of profit, based on the new prices.

Yours very truly,

THE SHERWIN-WILLIAMS CO.

SHERWIN-WILLIAMS PAINT, PREPARED



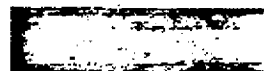
351—Stone



352—Dark Fawn



353—Light Lead



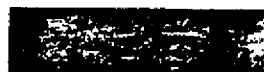
354—Sea Green



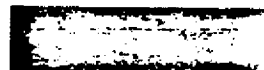
355—Sage Green



357—Silver Gray



358—Green Stone



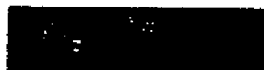
360—Cream Gray



361—Lavender



362—French Crown Green. M.



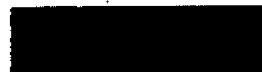
363—Slate



364—Pink



366—French Crown Green. Dark



367—Red



369—Blue



370—Metallic Brown



371—Lincoln Green



372—Olive Brown



375—Colonial Yellow



382—Rich Maroon



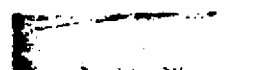
383—Pea Green



385—Straw



386—Teak Brown. Dark



387—Canary Yellow



388—Modern Brown



389—French Crown Green. DD.



391—Quaker Drab



392—Spruce



393—Tobacco Brown



394—Primrose Yellow



456—Salmon



457—Coral Tint



460—Apple Green



461—Willow Green



462—Ivory



463—Permanent Cardinal Red



464—Sky Blue



470—Golden Yellow



472—Tan Brown

SHERWIN-WILLIAMS PAINT, PREPARED—Continued



473—Brown Drab



475—Bronze Green



478—Citron Green



479—Pearl Gray



481—Flesh



482—Pale Brimstone



484—Bottle Green



485—Warm Drab



486—Golden Brown



497—Rich Red



498—Moss Green



499—Antique Brown



SHERWIN-WILLIAMS PAINT, PREPARED

Net Prices per Gallon

	Qts.	½ Gals.	Gals.	5-Gal. square cans and 50- Gal. Bbls.
Regular Colors.....	16.0	15.5	15.5	14.5
Outside Gloss Whites..... 349-47.1	16.5	16.5	15.5	15.5
China Gloss White..... 37.3	16.5	15.5	15.5	14.5
Flat White..... 35.5	18.5	18.0	17.5	17.0
Inside Varnish White..... 48.2	23.5	23.0	22.5	22.0
French Crown Green, M. D. and D. D. (Nos. 362, 366 and 389).....	2.95	1.95	1.90	1.85
Moss Green (No. 498).....	2.95	1.95	1.90	1.85
Permanent Cardinal Red (No. 463).....	2.95	2.90	2.85	2.80
Metallic Brown (No. 370).....	1.50	1.45	1.40	1.35
Primer (Gray and Yellow)..... 44.5-45.0	14.5	14.0	13.5	13.0
<i>one gloss white</i> 349	1.90	1.85	1.80	1.75

Can also be furnished in ¼ pints and pints at an advance of 40 cents and 20 cents per gallon, respectively, over price in quarts.

Quarts, two dozen in case; half gallons, one dozen in case; gallons, half dozen in case.

French Crown Green, Med.	362	2.25	2.20	2.15	2.10
French Crown Green, Dk	389	2.85	2.80	2.75	2.70

PORCH AND DECK PAINT



45—Continental Yellow



47—Deep Buff



49—Light Gray



46—Light Olive Drab



48—Gray Stone



50—Brown Stone



51—Dark Slate



69—Dark Gray

ROOF AND BRIDGE PAINT



Bronze Green



Brown



Gray



Red

COMMONWEALTH BARN RED



Red

COMMONWEALTH BARN GRAY



Gray

Prepared Ready for the Brush

No. 45	Con'l Yellow.....	}	Qts.	½ Gals.	Gals.
No. 46	Lt. Olive Drab.....				
No. 47	Deep Buff.....				
No. 48	Gray Stone.....				
No. 49	Light Gray.....				
No. 50	Brown Stone.....				
No. 51	Dark Slate.....				
No. 60	Dark Gray.....				

Net prices per gallon

Quarts, two dozen in case
Half Gallons, one dozen in case
Gallons, half dozen in case

(For Inside Floor Paint and other Floor Finishes.
see pages 28-31)

For porch floors, steps, and decks of boats, etc., especially prepared for outside exposure. Gives best possible service under hard foot-wear, exposure to rain, snow and cleaning and scrubbing. Spreads easily. Dries with a full gloss.



Prepared Ready for the Brush

			5-Gal.
			square case
			and 50-Gal.
1627	1629	1/2 Gals.	Gals. Bbls.
Black. Bronze. Green.			
Brown. Gray Slate and Red			
1626	1628	5471	
Net prices per gallon			

Half gallons, one dozen in case
Gallons, half dozen in case

5092 lots 10:92 Lums.

For use on barns, bridges, structural ironwork, metal and tin roofs, rough lumber, etc. Works freely and easily under the brush, has good covering capacity and is durable. Roof and Bridge Paint offers greater paint value for such use than any other similar paint on the market.



Prepared Ready for the Brush

1/2 Gals.	Gals.	5-Gal. square cans and 30-Gal. Bbls.

Net prices per gallon

Half gallons, one dozen in case
Gallons, half dozen in case

A bright, handsome red, for painting barns, corn-cribs, fences, etc. Works very easily, covers well, and is more economical to use than short measure barn paints. Common-wealth Barn Red is *always put up in full measure.*



Prepared Ready for the Brush

		5-Gal. square cans and 40-Gal. Bbls.
$\frac{1}{2}$ Gals.	Gals.	

Net prices per gallon

Half gallons, one dozen in case
Gallons, half dozen in case

A handsome gray for painting barns, corncribs, roofs, fences, etc. It works very easily, dries with a nice, smooth appearance, has good covering capacity and is very durable.



CREOSOTE PAINT

Prepared Ready for the Brush



A paint especially suited for protective use on barns, roofs, fences and bridges, where a paint at a moderate price is desired.

	5-Gal. square cans and 50-Gal. Bbls.
Carbon Black.....	395
Metallic Brown.....	229
Red Oxide.....	397
No. 413 Bottle Green.....	
No. 402 Olive Green.....	
No. 404 Big Four.....	
Yellow.....	135 130 125
No. 414 Light Slate.....	
No. 420 Drab.....	
No. 405 Ivy Green.....	
No. 415 Moss Green.....	
No. 403 Cottage.....	
Yellow.....	
No. 401 Yellow Tan.....	
No. 411 Slate.....	
White.....	

Net prices per gallon

Half gallons, one dozen in case
Gallons, half dozen in case

COPPER PAINT

Prepared Ready for the Brush



Made to protect wooden bottoms of vessels, launches and other craft from barnacles, worms, seaweed, etc. Contains more copper per gallon than any other, and is the most reliable and economical anti-fouling paint on the market. Freshly painted hulls can be put in the water while wet, without injury to the paint. Testimonials furnished upon application.

	5-Gal. square cans and 50-Gal. Bbls.
Brown.....	595
Red.....	595
Green.....	595

Net prices per gallon

Quarts, forty in case
Half gallons, twenty in case
Gallons, ten in case

Metalastic (LIQUID)

(REGISTERED)

Prepared Ready for the Brush



The most satisfactory general purpose metal protective paint on the market. Particularly adapted where conditions of use require rapid and hard-drying qualities. It is a careful combination of graphite and other materials with strictly pure linseed oil and a special drier, and has greater durability than many of the so-called pure graphite paints of other manufacturers. Especially adapted for use on structural steel, steel bridges and metal surfaces that must be handled soon after painting, on roofs where a slower drying paint could not be satisfactorily used, and on all other surfaces subject to abrasion.

	5-Gal. square cans and 50-Gal. Bbls.
Black and Brown.....	591 593

Net prices per gallon

Gallons, half dozen in case

(Can also be furnished in semi-paste form in gallons and larger)

CARBON PAINT, RED DIAMOND BRAND

(REGISTERED)

(LIQUID)

Prepared Ready for the Brush



A chemically inert paint, made on a charcoal base, combined with the purest of materials. This paint produces a very thick homogeneous film which affords wonderful protecting and lasting properties. It also possesses splendid working and drying properties. Sherwin-Williams Carbon Paint, Red Diamond Brand, is especially adapted for use on bridges and all other structural work where good drying and long wearing qualities are necessary. Extensive tests have been made of this material, and these tests have demonstrated that this product represents the highest development in Metal Protective Paints in wearing and spreading qualities. This paint will be found to give satisfaction in every way.

	5-Gal. square cans and 50-Gal. Bbls.
Black.....	489

Net prices per gallon

Gallons, half dozen in case

CREOSOTE PAINT



*Big Four Yellow



*Moss Green



Red Oxide



*Light Slate



Metallic Brown



*Slate



*Drab



*Cottage Yellow



Olive Green



*Ivy Green



*Yellow Tan



Bottle Green

*Higher in price than other shades.

Also Carbon Black and a White suitable for use as a base color.

COPPER PAINT



Brown



Red



Green

METALASTIC LIQUID



Brown

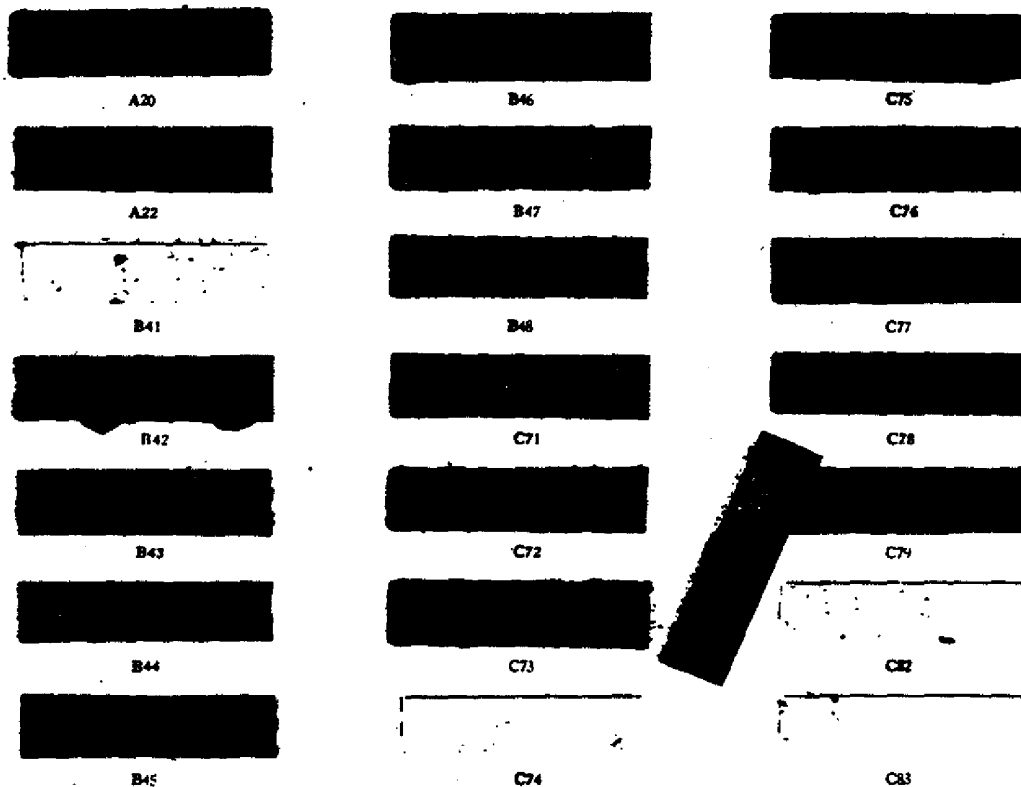
Also Black

CARBON PAINT, RED DIAMOND BRAND



Black

PRESERVATIVE SHINGLE STAINS



GALVANIZED IRON PRIMER



Gray

	Gals.	5 Gals.	50-Gal. Bbls.
A20.....	60	50	40
A21.....			
A22.....			
B41.....			
B42.....			
B43.....	80	70	60
B44.....			
B45.....			
B46.....			
B47.....			
B48.....			
C71.....			
C72.....			
C73.....			
C74.....			
C75.....			
C76.....			
C77.....			
C78.....			
C79.....			
C82.....			
C83.....			

Prices per gallon

Trade discount.....per cent

Gallons, half dozen in case

10% No charge for packages

*Shades marked thus are the ones most largely used and should be carried in stock by all dealers who have a demand for this class of goods.

Gals.	5 Gals.	50 Gal. Bbls.

489
Natural

Net prices per gallon

Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

Gals.	5 Gals.	50-Gal. Bbls.

Net prices per gallon

Qts.	1/2 Gals.	Gals.	5 Gals.

Gray

Net prices per gallon

Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

PRESERVATIVE SHINGLE STAIN

MADE WITH CREOSOTE

Prepared Ready for Use

The idea of combining creosote with paint originated with us, and we have valuable special knowledge in the production and use of linseed oil, which has aided us in making a beautiful line of shingle stains, strong in staining powers, permanent and effective. S-W Shingle Stains will cover on an average surface about 150 square feet to the gallon if brushed, or 2 1/4 to 2 3/4 gallons will stain 1000 ordinary shingles as a dipping-coat for wood.



CARBOLIC-OL SHINGLE STAIN

The Natural Wood Preservative Stain

Carbolic-ol Shingle Stain represents the latest development in high-grade preservative stains. It is a product embodying all the essentials of an ideal wood preservative, and is particularly valuable in the treatment of shingles. It contains absolutely no foreign coloring matter, and imparts to the treated shingle a beautiful natural brown color, which lends itself splendidly to various decorative schemes. Its great penetrative qualities insure maximum weather-resisting and weather-defying qualities to the surface treated.

NON-CORRODIBLE GRAPHITE PAINT

Prepared Ready for the Brush

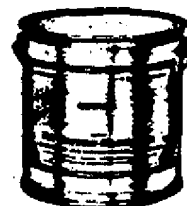
Splendid anti-rust paint for metal surfaces, which graphite is pigment base. Very durable.



EBONOL

An Elastic Black Paint

This material is primarily intended as a roofing-paint for use on paper, felt or composition roofing, although it may also be used on tin roofing where a low-priced paint is required.



GALVANIZED IRON PRIMER

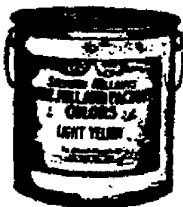
Prepared Ready for the Brush

For first coats on galvanized ironwork. A perfect under-coating for subsequent coats of paint, which obviates the liability of peeling and scaling, so common where ordinary paints are applied directly to the galvanized surface. Has especial value for use on high-grade work, such as store-fronts, finials, roofs, etc. Made only in the one color listed



MINE, MILL AND FACTORY COLORS

Prepared Ready for the Brush



A well selected line of colors suitable for decorating and preserving exterior surfaces where a durable Oil Paint is required at moderate cost. Used largely where manufacturers desire to maintain standard uniform colors at various plants. Exceptionally permanent, considering the moderate cost to the consumer.

	5-Gal. square cans and 50-Gal. Bbls.	1/2 Gal. Cans	Gals.
Black	57 1/2		
Metallic Brown	57 1/2		
Bright Red	57 1/2		
Olive Green	57 1/2		
Dark Green	57 1/2		
Orange Yellow			
Colonial Yellow			
French Gray			
Drab			
Fry Green			
Moss Green			
Light Yellow		1.35	1.90 1.25
White	57 1/2		

Net prices per gallon
Half gallons, one dozen in case
Gallons, half dozen in case

LINOLEUM CEMENT

Prepared Ready for the Brush

A liquid preparation used for cementing Linoleum or Oilcloth on floors. This material has maximum adhesive power and quick-drying qualities. Sherwin-Williams Linoleum Cement offers resistance to both salt and fresh water. Sold in large quantities by department stores, furniture stores, etc.

17323

CRB's
Letter
1-7-16

Qu.	1 Gal. Cans
1.00	1.00
1.60	1.45
1.70	1.65
1.60	1.50

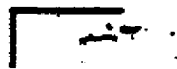
AGRICULTURAL IMPLEMENT PASTE PAINTS AND PRIMERS. (Color Samples.)



301 Yellow Primer
(Brush and Dip)



303 Pink Primer
(Brush)



316 Pink Primer
(Brush and Dip)



309 Green Primer
(Brush and Dip)



319 Green Primer
(Dip)



315 Red Primer
(Brush and Dip)



318 Calumet Primer



403 Tuscan Red



405 Bright Tuscan Red



499 Implement Maroon



501 Premier Non-
Fading Red, M



517 Tartar Red, L
(Brush)



518 Tartar Red, Light
(Dip)



519 Tartar Red, M
(Brush)



520 Tartar Red, M
(Dip)



521 Tartar Red, Deep
(Brush)



522 Tartar Red, D
(Dip)



524 Special Wagon Red

BAKIN INSERT 11C 87

AGRICULTURAL IMPLEMENT PASTE PAINTS AND PRIMERS. (Color Samples.)



323 Non-Fading Wagon
Red. L



366 New Wagon Box
Green. L



367 New Wagon Box
Green. M



368 New Wagon Box
Green. D



365 Apple Green



371 Fr. Perm. Green. L



373 Fr. Perm. Green. M



379 Fr. Perm. Green. D



322 Canary Yellow



325 Farm Wagon Gear
Yellow



341 Light Chrome
Yellow



342 Medium Chrome
Yellow



346 Orange Chrome
Yellow



421 Light Blue



423 Medium Blue



424 Deep Blue



390 Light Gray



391 Medium Gray

0044 INERT 1 10 87

0007-SWP-000010242

GALVANIZED IRON PRIMER

GALVANIZED IRON PRIMER WHITE (Rx 7696)

1s - 25 gal. lots	-----	\$ 1.40
1s - 50 " "	-----	1.35
5s - 25 " "	-----	1.30
5s - 50 " "	-----	1.25
Bbls	-----	1.15

GALVANIZED IRON PRIMER BLACK (Rx 8434)

1s - 25 gal. lots	-----	1.25
1s - 50 " "	-----	1.20
5s - 25 " "	-----	1.15
5s - 50 " "	-----	1.10
Bbls.	-----	1.00

The above Galvanized Iron Primers were made up especially for the General Electric Co., who have advised us that they have both proven very satisfactory and who will buy in barrel quantities.

We also have our regular Gray Galvanized Iron Primer Rx 6500 and these three give us a line of Galvanized Iron Primers that put us in position to get a fine output.

The General Electric Co., Schenectady, N.Y. will gladly answer any letters concerning our Galvanized Iron Primer.

MINE, MILL AND FACTORY COLORS



Metallic Brown



***Orange Yellow**



***Ivy Green**



Bright Red



***Colonial Yellow**



***Moss Green**



Olive Green



***French Gray**



***Light Yellow**



Dark Green



***Drab**



***Slate**

***Higher in price than other shades.**

Also Black and White

CONCRETE WALL FINISH

Prepared Ready for the Brush



A new finish prepared in liquid form for use on walls of buildings, concrete chimneys and for the decoration and protection of concrete in factories, printing and machine-shops, breweries, dairies, offices, residences, garages, barns, etc. It produces beautiful effects on plaster and stucco walls, brickwork and terra-cotta. This finish is made along different lines together so-called concrete finishes, and contains linseed oil or other materials that would be injurious to the texture of the concrete. The material is easy to apply and very durable.

15

	80-Gal. Gals. 5 Gals. Bbls.
Buff.....	15 38 6
Colonial Yellow.....	15 38 6
Cream.....	15 38 6
Dark Brown.....	15 38 6
Dark Gray.....	15 38 6
Extra Light Gray.....	15 38 6
Green Stone.....	15 38 6
Light Brown.....	15 38 6
Light Gray.....	15 38 6
Tan.....	15 38 6
Terra Cotta.....	15 38 6
Venetian Red.....	15 38 6
White.....	15 38 6

Net prices per gallon

(Other shades can be supplied when desired)

CONCRETE FLOOR FINISH

Prepared Ready for the Brush

Concrete Floor Finish is made in ten attractive shades, and on good dry surfaces the material will dry hard overnight, and can be walked upon the next day. Dries with a good gloss and will withstand hard wear.

	Qts.	½ Gal.	Gals.
Dust Color.....			
Gray.....			
Light Tan.....			
Light Brown.....			
Maroon.....			
Moss Green.....	1 40	1 35	1 30
Orange.....			
Red.....			
Slate.....			
Yellow.....			

Net prices per gallon

(Can be supplied in larger packages if desired)

CEMENT AND STUCCO STAINS

Prepared Ready for the Brush

On account of the constantly increasing use of cement and stucco in home-building, we have added a line of stains, which on rough cement or stucco work produce a handsome and durable finish without altering the cement or stucco effect.

On cement and stucco exteriors, however, which have a smooth finish, we would recommend first applying a coat of our Concrete Sealer, over which should be applied a coat of Cement and Stucco Stains.

	Gals. 60	5 Gals. 50	80-Gal. Bbls. 40
Vandyke Brown.....	75		
Indian Red.....	75		
Terra Cotta Brown.....	80	70	60
Light Brown.....	75		
Light Lead.....	75		
Venetian Red.....	75		
Indian Yellow.....	75		
Ivy Green.....	95	85	75
Emerald Green.....	95		
Dark Gray.....	75		
Light Gray.....	75		
Moss Green.....	75		
Silver Gray.....	75		

Trade discount.....15...per cent

Gallons, half dozen in case
(Other shades can be supplied on demand)

CONCRETE WALL FINISH



Buff



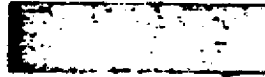
Dark Gray



Light Gray



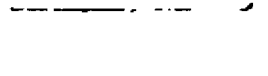
Colonial Yellow



Extra Light Gray



Tan



Cream



Green Stone



Terra Cotta



Dark Brown



Light Brown



Venetian Red

CONCRETE FLOOR FINISH



Dust Color



Light Brown



Orange



Gray



Slate



Red



Light Tan



Maroon



Yellow



Moss Green

FLAT-TONE



Aurora Yellow



Bright Sage



Buff



Buff Stone



Coconut Brown



Cream



Delft Blue



Forest Green



French Gray



Freeco Green



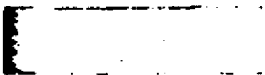
Golden Brown



Ivory



Lichen Gray



Maple Green



Old Gold



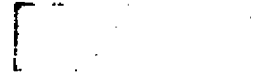
Pale Azure



Old Rose



Pale Olive



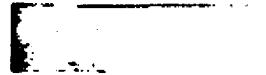
Pearl Gray



Pompeian Red



Rich Maroon



Shell Pink



Silver Gray



Tau



Terra Cotta

EXTRA HEAVY FLAT-TONE

The Flat-tone that was used on the Biltmore Hotel is known as Extra Heavy (special) and the following reduction was used.

First Coat:- Two gallons paint to one gallon Raw Linseed Oil.

Second Coat:- One gallon paint to one quart Raw Linseed Oil and one-half pint Turpentine.

Third Coat:- One gallon paint to one quart thinner composed of $\frac{1}{3}$ Linseed Oil and $\frac{2}{3}$ Turpentine.

We will furnish Extra Heavy Flat-tone for large jobs at the regular Flat-tone price but for all ordinary purposes our regular goods will be found the most satisfactory.

The application of Flat-tone reduced as above no size was used on the walls, the linseed oil mixed with the Flat-tone taking its place.



1/2 pt 17 1/2
12 20

FLAT-TONE (LIQUID)

There is an increasing demand for rich and durable flat effects in the artistic decoration of interior walls and woodwork. There are many cheap kalsomine finishes on the market which aim at this result and are satisfactory for some of the cheaper classes of finish, but which are in no way suitable for high-class work. S-W Flat-Tone is made to meet the particular requirements of the higher class, genteel effects in finishing. It does not drag or pull under the brush, nor does it leave brush-marks. Can be cleaned without injury. It is the ideal flat finish and the only satisfactory one which combines:

- Soft, velvety, flat effects;
- Richness and depth of tone;
- A satisfactory surface for refinishing at any time;
- Thorough binding, which insures freedom from chalking or washing off;
- Durability, which permits of repeated washing and cleaning without injury;
- Ease of application; does not streak when applied with a wide wall or kalsomine brush;
- Adaptability for use as a groundwork under enamels and glaze colors—the highest type of decoration;
- Economy in first cost, due to large covering capacity secured through extreme fineness in grinding; uniformity in shade, which saves the time required in matching and mixing materials on the job, etc.

15-9-1.

Bright Sacc	15197		
Buff	15184		
Buff Stone	15183		
Cocoonut Brown	15199		
Cream	15187		
Forest Green	15402		
French Gray	15014		
Fresco Green	15282		
Golden Brown	15186		
Ivory	15188	1/2 Gall.	Gals
Lichen Gray	15188	1 45	1 40
Maple Green	15188		
Old Gold	15188		
Old Rose	15192		
Pale Azure	15196		
Pale Olive	15191		
Pearl Gray	15191		
Shell Pink	15191		
Silver Gray	15195		
Tan	15201		
Terra Cotta	15205		
Holland Blue	15185		
Caen Stone	15185		
White	15202		
Pompeian Red	15203	10	2 05 2 00
Rich Maroon	15203		
Mixing Size	01013	1 00	95 90

Net prices per gallon

Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

The paint should be stirred thoroughly from the bottom of the can to a uniform consistency. If found too thick for ordinary use, thin slightly with spirits turpentine.

S-W Liquid Flat-Tone should be applied with a wide wall-brush and flowed on freely with a sweeping stroke similar to the method used in applying kalsomine.

Owing to the varying conditions of the surfaces over which Flat-Tone may be applied, it is not possible to give definite instructions for use which will be found applicable in every case. Hence the following directions are only intended to suggest in a general way the best method for use:

NEW WORK—Plaster or cement walls should first be primed with a mixture composed of S-W Flat-Tone Mixing Size and Liquid Flat-Tone equal parts. Over this two coats of the lighter shades or one coat of the darker colors will usually give very good results. Allow at least twenty-four hours for drying and hardening between coats.

On new woodwork we would recommend for the priming-coat adding a pint of raw linseed oil and a pint of turpentine to each gallon of Liquid Flat-Tone. Usually two coats of the lighter colors over a suitable priming-coat will be found to give very satisfactory results, while oftentimes one coat of the darker colors will suffice. Allow from thirty-six to forty-eight hours for drying and hardening between coats.

OLD WORK—On walls or woodwork that have been previously painted, first remove all loose paint and see that the surface is firm, smooth and free from high gloss. Two coats of Liquid Flat-Tone, as it comes from the can, will be found to give very satisfactory results.

Covering Capacity—One gallon of S-W Liquid Flat-Tone will cover approximately 275 to 300 square feet, two coats, depending upon the condition of the surface over which the goods are applied. When used over smooth plastered walls one gallon will cover between 350 to 400 square feet, two coats.

The problem of wall treatment is one which demands very careful consideration in interior decoration. The walls should harmonize with the woodwork, furniture and draperies. They should not be too prominent, harsh or glossy, but should rather form a pleasing background, holding the entire room in complete harmony.

FLAT-TONE GLAZE AND STENCIL COLORS

Flat-Tone Glaze and Stencil Colors are especially prepared for use on walls, ceilings and relief work to produce rich, transparent glaze effects over a suitable groundwork of opaque color. By using these colors in connection with Flat-Tone Blender over a suitable groundwork, such as S-W Flat-Tone or ODP White Lead, the experienced decorator or painter can obtain an infinite variety of shades, with tones of great depth and beauty of color, and of a character impossible with any other finish. Owing to the variety of effects obtained, it is always possible to finish walls and ceilings in perfect harmony with the rest of the color-scheme, not only in an endless variety of colors, but also in effects, ranging from the simple transparent glaze to a two or three-color mottled and blended effect. Flat-Tone Glaze and Stencil Colors are ground in oil to impalpable fineness, and by the addition of Flat-Tone Blender can be reduced to the most delicate tones, yet always retaining their brilliancy, no matter what the reduction. They are extremely transparent, lack any tendency to clouding and blend admirably with suitable groundwork, giving a depth of color usually found only in rich fabrics. They are adapted for use in the most elaborate stencil decorations on walls and ceilings—both for application of the stencil itself and for "tinting in" the design.

Being very transparent, very rich in color and finely ground, Flat-Tone Glaze and Stencil Colors are most suitable for stenciling on fabrics of all kinds. They are of the exact consistency for this purpose, and by the addition of one-tenth part of Flat-Tone Stencil Medium become fast in the fabric and may be washed with soap and water. The most artistic and durable effects may be obtained on delicate materials without stiffening the fabric.

		Large tubes	Medium tubes	Small tubes
BLUES				
Cobalt.....	8641	55	18	12
Steel.....	8640	50	15	10
Chinese.....	218	45	15	10
Prussian.....	218	45	15	10
Italian.....	8629	45	12	8
Ultramarine.....	219	40	12	8
BROWNS				
Brown Pink.....	8642	60	20	12
Asphaltum.....	8679	40	12	8
Raw Sienna.....	223	22	10	7
Burnt Sienna.....	224	22	10	7
Raw Umber.....	221	22	10	7
Burnt Umber.....	222	22	10	7
Vandyke.....	22498	22	10	7
BLACKS				
Ivory Drop.....	215	25	10	8
GREENS				
Emeraldine.....	8638	80	20	12
Green Lake Permanent.....	8633	65	20	12
Vert Emeraude.....	8636	60	18	12
Alizarin, L. and D.....	8634-8635	60	18	12
Verdigris.....	8639-8640	60	18	12
Sap Green.....	8635	45	15	10
Olive Lake.....	8634	40	12	8
Emerald.....	8636	30	12	8
REDS				
Florentine Lake.....	8645	70	20	12
Vienna Rose Lake.....	8648	60	18	12
Alizarin Lake.....	8643	55	18	10
Scarlet Lake.....	8647	45	15	10
Permanent Crimson Lake.....	8646	40	12	8
Mauve.....		60	20	12

ST
14M Fl
2000

ATLANTIC COAST DISTRICT
CENTRAL ATLANTIC SALES DIVISION
DELAWARE AVENUE AND CHESTNUT STREET, PHILADELPHIA, PA.

FOR

OFFICE

DATE

5-2-14

MR. A. Larkins

SUBJECT: Flat-tone Glass and
Stencil Color Mauve.

ANSWERING LETTER OF

DICTATED BY

As there seems to be a great demand in some sections for Flat-tone Glass & Stencil Color Mauve, we are now prepared to supply such a color under Box 8983. The list prices are as follows:-

Large tubes	.60
Medium "	.20
Small "	.12

Subject to the regular discount.

Please add this color to the list on page 22.

Yours very truly,

C. P. Jarden,

Sales Manager.

Dict. by

HPR R

0007-SWP-000010251

DECORATIVE DEPARTMENT

Bulletin No. 95

5/13/14

Subject Estimating

For Sales and Distribution Dept., A. D. JOYCE

The Following will outline briefly as possible the method used by the Decorative Department in estimating quantities for painting both exterior and interior surfaces:

BODY—Measure the distance around the building and multiply by the average height, which will give the number of square feet of siding. Divide this number by 300, which will give the number of gallons of SWP for two-coat work. One-sixth of this quantity will give the approximate number of gallons for cornices and trimming.

SASH—The sash of an ordinary house will require approximately one gallon of SWP.

ROOF—Multiply the length by the width of a building and add one-third to the result, which gives the approximate area of the ordinary gable roof. This area divided by the covering capacity of Shingle Stain or Creosote Paint will give the number of gallons necessary for the roof. Two gallons of Shingle Stain will cover 110 square feet, two coats, if brushed. Two and one-half gallons to two and three-fourths gallons will cover 1,000 shingles, one dipping-coat. Three to four gallons will cover 1,000 shingles, one dipping-coat, and one brush-coat. Creosote Paint will cover approximately 250 square feet, two coats per gallon.

PORCHES—Ascertain the number of square feet, in the floor and ceiling of the porches, then divide each by 300, which will give the number of gallons required for two-coat work.

EXTERIOR DOORS—For a stain and varnish finish for an exterior door, it requires approximately one-half pint of stain, one pound of paste filler, one pint of hard-drying coater, and one pint of Kopal Varnish.

BLINDS—There are approximately 40 square feet, to one pair of blinds, and by ascertaining the number of sets, the quantity of paint can easily be determined.

GABLES—To measure the gable take one-half of the width of the gable and multiply by the height from the square to the peak, or cone of the roof. This will give the area of the gable on one end of the house.

INTERIOR—On inside work the quantities are figured separately for each room; for example, take a room 12 x 18 x 9. The room to be finished as follows: ceiling in Flat-Tone Cream, walls in Flat-Tone System Effect No. 3 obtained by applying Flat-Tone Ivory followed by Glaze Color Japanese Brown. Stencil No. 100 to be applied with Glaze Colors as follows:

WOODWORK—In a room of this size, there is about 100 to 120 square feet, of woodwork, which will require approximately one-quarter gallon of Handcraft Stain. Woodcraft or Handcraft Stains will cover about 400 square feet, on soft wood, and 650 square feet, on hardwood, per gallon. One coat of pure white Shellac is also required, one-quarter gallon being needed in this case. Pure White Shellac will cover about the same surface as the stain. Two coats of Excello are specified, requiring sufficient varnish to cover approximately 200 to 240 square feet. Three-quarters of a gallon of Excello Varnish is sufficient for this room. Excello, Kopal and Durable Wood Finish Interior cover approximately 300 square feet, per gallon.

FLOORS—The floor is to be finished according to Specification No. 22, which calls for three coats of Mar-not and will require approximately one and one-half gallons. This amount is obtained by taking the area of the floor three times and dividing by 450, the approximate covering capacity of Mar-not, for three coats.

One gallon of Glazing Liquid tinted with Glaze Colors will cover approximately 800 square feet. System Effect Glaze Colors in correct proportions:

System Effect No. 1	Scarlet Orange.....	1 tube to 1 quart
" " No. 2	Madras Lake.....	" " 1 "
" " No. 3	Japanese Brown.....	" " 1 "
" " No. 4	Raw Sienna.....	" " 1 "
" " No. 5	Red Sienna.....	" " 1 "
" " No. 6	Heliotrope Lake.....	" " 1 "
" " No. 7	Rose Lake.....	" " 1 "
" " No. 9	Purple Brown.....	" " 1 "
" " No. 10	Mahogany Brown.....	" " 1 "
" " No. 11	Moss Green.....	" " 1 "
" " No. 12	Golden Brown.....	" " 1 "
" " " "	Olive Lake.....	" " 1 "
" " No. 13	Sepia Brown.....	" " 1 "
" " No. 14	Myrtle.....	" " 1 "
" " No. 15	Cardinal Wine.....	" " 1 "
" " No. 16	Deep Olive.....	" " 1 "
" " No. 18	Deep Cerulean.....	" " 1 "
" " No. 19	Holland Blue.....	" " 1 "
" " No. 20	Persian Brown.....	" " 1 "
" " No. 21	Nile Green.....	" " 1 "
" " No. 22	Nile Green.....	" " 1 "
" " No. 23	Peacock Green.....	" " 1 "
" " No. 24	Brown Sienna.....	" " 1 "
" " No. 25	Sage Gray.....	" " 1 "
" " No. 26	Steel Green.....	" " 1 "
" " No. 27	Cobalt Blue.....	" " 1 "

CREOSOTE PAINT

S-W Creosote Paint will cover approximately 250 square feet, two coats, per gallon.

FLAT-TONE

In three-coat Flat-Tone work, one-sixth of the amount estimated should be Flat-Tone Mixing Size.

In two-coat work, Flat-Tone, one-fourth of the amount estimated should be Flat-Tone Mixing Size.

ENAMELOID

One gallon of Enameloid will cover approximately 400 square feet (one coat), and we always figure two-coat work unless otherwise specified.

DECOTINT

One pound of Decotint when properly mixed will cover from 60 to 100 square feet.

ENAMEL

Enamel will cover approximately 300 square feet per gallon, providing there is a good ground coat.

FLOORLAC

Floorlac or Varnish Stain will cover approximately 400 square feet per gallon, and the ground coat will cover the same amount.

MISSION-LAC

Mission-lac will cover approximately 430 square feet per gallon.

PASTE FILLERS

All such paste fillers as Golden Oak, Antique Oak, and Transparent, etc., will cover approximately 400 square feet to every 25 pounds.

VARNISHES

Varnishes such as Excello, Durable Wood Finish Interior, Kopal, etc., will cover approximately 300 square feet to every gallon.
Mar-not will cover 450 square feet per gallon.

FLOOR WAX

S-W Floor Wax will cover 125 square feet to 1 pound.

BARN RED and BARN GRAY

Barn Red and Barn Gray will cover approximately 500 square feet per gallon.

PRIMER

A priming-coat will cover between 300 and 400 square feet to the gallon.

When figuring a door or window, estimate on 21 square feet.

In a dining-room, the upper walls, generally figure at 3 feet, and the lower walls at 6 feet.

A wainscoting is generally figured 4 feet high.

A drop ceiling is generally considered 18 inches high.

Leaves, Myrtle, and flowers stencil White one part, Myrtle one-third part and Mauve one-fifth part. The woodwork is to be finished with Handcraft Stain Walnut, and according to Specification No. 15, see Specification Booklet S-445a. The floor to be finished according to Specification No. 22, outlined in same feature.

WALLS AND CEILING—As a rule three coats of Flat-Tone are figured for walls and ceilings unless otherwise instructed. For the room in question it will require approximately one gallon of Flat-Tone for the ceiling, and one and three-quarter gallons Flat-Tone for the walls. It will require approximately one-half gallon of Flat-Tone Mixing Size. The quantity of Mixing Size is obtained by taking one-sixth of the entire amount of Flat-Tone, which will give the amount of Mixing Size to specify for this particular room. One gallon of Flat-Tone will cover approximately 224 square feet, three coats; 336 square feet, two coats, and 660 square feet, one coat, on a smooth plastered wall or wall-board. The covering capacity of Flat-Tone will be somewhat less on rough plastered walls, but we only take this into consideration when estimating on large jobs. In estimating the amount of Flat-Tone for the room, the woodwork and openings should be taken into consideration and allowed for. Two coats of Liquid Flat-Tone will be sufficient for metal surfaces.

GLAZING—Since the wall surface of this room, which is to be glazed, is approximately 400 square feet, or the same area, which is to be covered with Flat-Tone (walls only), it will require about one-half gallon of Glazing Liquid. Glazing Liquid covers approximately 800 square feet, per gallon. When figuring Glaze Colors, always figure the Glazing Liquid first. The Glaze Colors will be in proportion to the Glazing Liquid, and is the correct way to base your estimate. Three-quarters of a pound of Glaze Colors to a quart of Glazing Liquid is about the average proportion, however, the darker or lighter shades will require more or less of the Glaze Color. Take for example, System Effect No. 1. This color requires a quarter pound to a quarter gallon of liquid, while System Effect No. 14 requires four tubes to the quart of Glazing Liquid. Japanese Brown, the color specified for this work requires two tubes to the quart of Glazing Liquid, and since one-half gallon of Liquid is required, it will take twice this amount or four tubes of Glaze Color.

STENCIL AND STENCIL COLORS—It is practically impossible to estimate the exact amount of stencil colors to be used in applying a certain stencil. In estimating colors for stencils in rooms of average dimensions, the sizes of the stencils do not require special consideration. However, it is quite essential on large rooms, halls, etc. It will require one-quarter pound tube of each color for the stencil in this room. You will note that the specifications call for one-fifth part of Mauve, and that we are giving one-quarter pound of color. Our regular System Effect Colors are frequently specified for applying stencils, and since these colors are put up in quarter-pound tubes only, it is necessary to send the large size tubes. In estimating these colors for an entire house, you will often find that the same colors are specified for a number of stencils. Instead of giving one-quarter pound tube in each case, it is only necessary to send a tube in every other instance.

FLAT-TONE GLAZE AND STENCIL COLORS—Continued

YELLOWS

		Large tubes	Medium tubes	Small tubes
Gamboge.....	8675	70	20	12
Indian Yellow.....	8677	65	18	10
Royal Golden Lake.....	8678	65	18	10
Italian Pink.....	8676	60	18	10
Yellow Lake, L. and D.....	8630 - 8631	50	15	10
Orange Lake.....	8629	45	12	8
Chrome Yellow, L. and M.....	8632 - 8633	40	12	8
Golden Ochre.....	8635	25	10	7

WHITES

Stencil White.....	20	20	12	8
Stencil Medium.....		20	12	8

STENCIL MEDIUM—FOR FABRICS ONLY

(218)

1/4 Pts.	1/2 Pts.	Pts.
10	25	40

FLAT-TONE GLAZING LIQUID

1475

Pts.	Qts.	Gals.
35	65	2 23

Trade discount $3\frac{3}{8}$ per cent

Job 24. 15%

GLAZE COLORS FOR FLAT-TONE SYSTEM EFFECTS

In order to assist you in the sale of our System Effects, we have put up in tubes the following colors, which will make it possible to produce any of our System Effects by the use of a single color. This will eliminate the necessity of intermixing our present glaze colors.

The only exception to this is an Effect No. 12, where two colors are required.

Flat-tone System Effect

		Quarter-pound tubes
No. 1	Scarlet Orange.....	40
No. 2	Madras Lake.....	45
No. 3	Japanese Brown.....	65
No. 4	Brown Sienna.....	24
No. 5	Red Sienna.....	28
No. 6	Heliotrope Lake.....	40
No. 7	Rose Lake.....	50
No. 9	Purple Brown.....	50
No. 10	Mahogany Brown.....	30
No. 11	Moss Green.....	35
No. 12	First mixture, Golden Brown; second mixture, Olive Lake.....	28
No. 13	Septia Brown.....	30
No. 14	Myrtle.....	35
No. 15	Cardinal Wine.....	30
No. 16	Deep Olive.....	35
No. 18	Deep Cerulean.....	35
No. 19	Holland Blue.....	40
No. 20	Persian Brown.....	35
No. 21	Nile Green.....	35
No. 23	Peacock Green.....	40
No. 25	Sage Gray.....	35
No. 26	Steel Green.....	40

Trade discount $3\frac{3}{8}$ per cent

Job 24. 15%

The goods will be put up regularly in quarter-pound tubes only, but in cases where it is desirable to supply this material in one-pound cans, we will be glad to quote prices on request.



STENCIL OUTFITS

We have prepared five popular-priced outfits containing a full complement of the materials needed for stenciling fabrics. Complete directions for use are furnished with each outfit, and our Decorative Department is always at the disposal of any of our customers who desire further information.

No. 1

Consists of two stencil brushes, three ready-cut stencils, one stencil paper, a book of instructions, seven small tubes of stencil colors and larger tubes of Stencil White and Stencil Medium.

\$1 25

No. 2

Consists of four ready-cut stencils, a book of instructions, two stencil brushes and an assortment of thirteen tubes of stencil colors, together with two large tubes of Stencil White and Stencil Medium, thumb-tacks and a palette-knife.

\$2 00

No. 3

This outfit is complete in every detail. In addition to twelve 4-inch tubes of stencil colors, it has large tubes of Stencil White and Stencil Medium, three stencil brushes, a stencil cutting-knife, one palette-knife, a block of thumb-tacks, six blank sheets of stencil paper, six ready-cut stencils, one mixing-plate, on which to mix the stencil colors, a book of instructions and a sheet of stencil transfer-patterns. This is without doubt the most complete outfit on the market today.

\$3 00

"A"

Consists of a stencil brush, ready-cut stencils, book of instructions, stencil paper and an assortment of twelve stencil colors, with Stencil White, Ivory Black and Stencil Medium.

\$1 50

"B"

Consists of stencil brush, ready-cut stencils, book of instructions, stencil paper and an assortment of six stencil colors with Stencil White, Ivory Black and Stencil Medium.

\$1 00

Trade discount ^{50%} 50 per cent

24

at 15¢/6

S-W STENCILS

No. of Stencil Parts	No. of Stencil Parts	Size in inches	Price
2	one	8 x 35	\$.50
3	one	7 1/4 x 19	.20
3y	one	3 1/4 inches high	.15
6	one	8 1/4 x 19 1/4	.25
8	two	10 x 40	.75
9	one	6 x 21	.25
10	two	9 1/4 x 20	.60
11	one	8 1/4 x 34	1.00
11y	one	4 inches high	.50
12	one	15 x 21	.50
13	one	13 1/4 x 29 1/4	1.50
13a	one	2 inches high	.20
14	one	10 1/4 x 29 1/4	.40
14y	one	6 1/4 inches high	.40
15	two	20 x 27 1/4	1.50
17	one	17 1/4 x 30	1.50
17a	one	12 x 12	.50
17b	one	3 x 12	.20
18	two	8 x 40	1.00
18y	one	4 x 20	.20
19	two	10 x 15	.65
19y	one	3 1/4 x 9	.25
20	two	10 x 15	.80
20y	two	5 x 7 1/4	.70
21	two	15 x 30	1.00
22	one	4 1/4 x 5	.15
24	one	4 1/4 x 5	.10
25	one	5 x 5	.15
26	one	2 1/4 x 2 1/4	.10
26y	one	4 x 4	.15
27	one	8 x 4	.25
28	one	1 x 2 1/4	.05
28y	one	10 x 4	.10
29	one	12 x 2	.30
29y	one	6 x 1	.30
30	two	8 x 3	.35
30y	two	4 x 1 1/4	.30
31	one	4 inches in diam.	.10
32	one	3 1/4 inches in diam.	.15
33	one	3 x 12	.15
34	two	3 x 11	.20
35	one	6 1/4 x 7	.15
36	two	36 inches high	1.00
37	one	8 1/4 x 18 1/4	.25
37y	one	10 x 40	.70
38	one	3 x 12	.15
38y	one	4 x 16	.35
39	two	8 x 40	1.00
39y	two	3 x 15	.50
40	two	10 x 32	.60
41	two	12 x 48	.90
41y	one	6 inches high	.50
42	one	10 x 40	1.00
43	one	3 1/4 x 13 1/4	.25
44	two	10 x 43	1.00
45	two	3 x 10	.50
45a	two	2 1/4 inches high	.25
46	two	3 1/4 x 16	.60
47	two	6 x 36	.75
48	one	3 x 15	.15
49	one	2 x 8	.20
50	one	2 x 6	.25
51	one	2 x 6	.25
52	one	8 1/4 x 7 1/4	.20
53	one	8 x 6	.25
54	one	11 x 8	.50
55	one	9 x 5	.20
56	one	10 x 10	.25
57	one	8 1/4 x 11 1/4	.25
58	one	9 x 12	.75
59	one	9 x 5	.25
60	one	9 x 7 1/4	.40
61	one	4 x 3 1/4	.15
62	one	12 x 4	.30
63	one	12 x 9 1/4	.50
64	Outline	18 inches high	2.00
64a	one	18 inches high	.30
64b	one	18 inches high	1.00
64c	Outline	2 1/2 x 12	.20
64y	Outline	5 1/2 inches high	1.25
65	one	3 x 14	.20
66	two	4 inches high	.50
67	Outline	6 inches high	1.40
68	Outline	14 inches high	3.00
69	Outline	32 inches high	3.50
70	Outline	20 inches high	1.00
71	Outline	8 x 12	1.00
72	Outline	24 inches high	3.00
73	two	5 inches high	.30
73y	one	10 inches high	.75
74	two	3 inches high	.20
74y	one	8 inches high	.60
75	one	7 inches high	.60
76	one	10 inches high	.50
77	one	7 inches high	.40
78	one	7 inches high	.40
79	one	7 inches high	.50
80	one	7 inches high	.40
81	one	7 inches high	.40

No. of Stencil Parts	No. of Stencil Parts	Size in inches	Price
82	one	7 inches high	.50
83	two	6 inches high	.35
84y	two	12 inches high	.50
84	one	8 inches high	.35
85	one	2 1/4 inches high	.25
86	Outline	20 inches high	2.50
87	Outline	26 inches high	1.50
87y	Outline	18 inches high	1.00
88	Outline	18 inches high	1.50
88y	Outline	6 inches high	.75
89	Outline	2 1/4 inches high	.40
89y	Outline	5 inches high	.80
90	Outline	42 inches high	2.60
91	Outline	8 inches high	.50
91y	Outline	12 inches high	.80
92	Outline	12 inches high	.50
93	two	18 x 33 inches high	2.40
94	two	3 inches high	.20
94y	two	6 inches high	.40
95	Outline	18 inches high	1.50
95y	Outline	9 inches high	1.00
96	two	8 inches high	.60
97	two	13 1/4 inches high	.60
98	two	25 inches high	.65
98y	one	15 inches high	.50
99	one	2 x 2	.05
100	two	12 inches high	.60
103	one	2 1/4 inches square	.05
103a	one	10 inches long	.20
104	one	6 inches high	.30
105	one	6 inches high	.30
105y	one	12 inches high	.40
106	one	8 1/4 inches high	.25
107	one	3 inches in diam.	.10
108	one	6 inches in diam.	.15
108y	one	4 x 4	.20
109	one	2 x 2	.15
109y	two	5 inches high	.40
110	one	3 x 3	.05
110y	one	7 x 7	.15
111	one	8 1/4 inches high	.15
112	one	6 1/4 inches high	.20
113	one	2 x 9	.05
114	one	8 inches high	.05
115	one	1 1/4 inches high	.05
115y	one	7 inches high	.30
116	one	1 1/4 inches high	.20
117	two	5 1/4 inches high	.30
118	one	5 1/4 inches high	.30
119	one	12 inches high	.30
120	two	11 1/4 inches high	.45
121	one	16 inches in diam.	.30
122	one	5 1/4 inches high	.10
123	one	2 1/4 inches high	.10
124	one	3 1/4 inches high	.15
124y	one	2 inches high	.10
125	one	4 1/4 inches high	.15
125y	one	8 inches high	.25
126	one	15 inches in diam.	.25
127	one	7 inches high	.15
128	one	15 inches high	.15
128y	one	7 inches high	.10
129	one	9 inches high	.25
130	one	8 inches high	.20
130y	one	15 inches high	.75
131	one	18 inches high	.75
131y	one	26 inches high	1.50
132	one	11 1/4 inches high	.25
133	one	11 inches high	.20
134	one	6 1/4 inches high	.15
200	one	4 1/4 inches high	.30
200y	one	6 inches high	.50
201	one	2 inches high	.30
201y	one	5 inches high	.40
202	one	10 inches high	.80
202y	one	12 inches high	.80
203	one	10 inches in diam.	1.00
204	one	3 inches high	.10
204y	one	8 inches high	.20
205	one	9 inches high	.25
205y	one	4 inches high	.50
206	one	7 inches high	.25
206y	one	3 inches high	.40
207	one	1 1/4 inches high	.10
207y	one	3 inches high	.15
208	one	3 1/4 inches high	.15
208y	one	18 inches high	1.00
209y	one	12 inches high	.60
210	one	15 inches high	.70
211	one	3 inches high	.15
211y	one	5 inches high	.20
212	one	2 inches high	.20
212y	one	3 inches high	.25
213	one	4 inches high	.40
213y	one	6 inches high	.60
214	one	9 inches high	1.00
214y	one	18 inches high	2.00
200	one	18 inches long	1.20

S-W STENCILS—Continued

No. of Stencil Parts	No. of Parts	Size in inches	Price	No. of Stencil Parts	No. of Parts	Size in inches	Price
301	one	12 inches high	\$ 70	518	one	12 inches in diam.	\$1 20
301y	one	6 inches high	30	519	one	17 inches high	1 20
302	one	10 inches high	50	600	one	3 inches high	60
302y	two	6 inches high	30	600y	one	7 inches high	70
303	one	12 inches high	70	601	one	13 inches high	1 50
303y	one	6 inches high	40	601y	one	9 inches high	1 20
304	one	10 inches high	1 20	602	one	6 inches high	1 00
304y	one	6 inches high	80	602y	one	9 inches high	1 20
305	one	3 inches high	15	603	one	5 inches high	30
306	one	5 inches high	25	603y	one	7 inches high	40
306y	one	6 inches high	40	604	one	2½ inches high	30
307	one	15 inches high	60	604y	one	5 inches high	30
307y	one	7 inches high	45	605	one	2 inches high	20
308	one	10 inches high	50	606	one	8 inches high	70
309	one	18 inches long	60	607	one	8 inches high	1 50
309y	one	9 inches long	40	607y	one	20 inches high	2 00
310	two	20 inches long	50	700	one	47 inches high	2 00
400	one	10 inches high	80	701	one	2½ inches high	20
401	one	6 inches in diam.	50	702	one	8 inches high	25
402	one	18 inches high	90	703	one	5 inches high	30
402y	one	10 inches high	70	703y	one	10 inches high	50
403	two	3 inches high	30	704	one	16 x 20	1 70
403y	two	3 inches high	30	705	one	2 inches high	15
404	one	5½ inches high	30	705y	one	2 inches high	15
404y	one	6 inches high	50	706	one	8 inches high	30
405	one	9 inches high	50	800	one	15 inches high	1 50
405y	one	3½ inches high	20	801	one	2½ inches high	30
406	one	16 inches high	1 00	802	one	4 inches high	40
406y	one	6 inches high	80	803	one	6 inches high	80
407	one	15 inches high	1 20	803y	one	12 inches high	1 00
407y	one	6 inches high	60	804	one	10 inches high	60
408	one	10 inches high	1 00	805	one	3 inches high	20
408y	one	4 inches high	90	805y	one	6 inches high	60
409	two	4½ inches high	20	900	one	12 inches high	80
409y	two	10 inches high	40	900y	one	6 inches high	80
500	one	6 inches high	40	901	one	11½ inches high	70
501	one	18 x 10	60	902	one	8 inches high	25
501y	one	10 x 6	40	902y	one	1 inch high	10
502	one	18 inches high	80	903	one	6 inches high	25
503	one	3 inches high	25	903y	one	2 inches high	25
504	one	5 inches in diam.	35	904	one	9 inches high	70
504y	one	3 inches in diam.	25	905	one	8 inches high	60
505	one	2 inches square	20	906	one	13 inches high	70
505y	one	4 inches square	25	906y	one	15 inches high	90
506	one	4 inches in diam.	30	907	one	15 inches high	1 50
506y	one	6 inches in diam.	40	1000	one	4 inches in diam.	40
507	one	4 inches high	60	1000y	one	10 inches in diam.	60
508	one	15 inches high	1 00	1001	one	10 inches high	1 00
508y	one	12 inches square	40	1002	any let.	2½ inches high	10
510	one	6 inches square	30	1002y	any let.	4 inches high	10
510y	one	8 inches high	1 20	1003	one	8 inches high	1 60
511	one	5 inches high	15	1004	one	8 inches high	1 20
512	one	6½ inches high	30	1004y	one	6 inches high	80
512y	one	3 inches high	20	1005	one	12 inches high	1 00
513	one	8 inches high	60	1006	one	12 inches high	70
513y	one	4 inches high	40	1007	one	8 inches high	50
514	one	12 inches in diam.	60	1007y	one	15 inches high	65
514y	one	4 inches in diam.	30	1008	one	10 x 40	1 00
515	one	12 inches high	80	1009	one	15 x 45	1 80
516	one	10 inches high	70	1015	one	6 inches high	15
517	one	24½ inches high	1 20	1015y	one	10 inches high	30
				1016	one	8½ inches high	25

NOTE—"X," "Y," etc., following above stencil numbers, signifies a different size of same design. "A," "B," etc., signifies different parts of same stencil design.

STENCIL BRUSHES

It is not our desire to sell brushes, except when they cannot be obtained from a local dealer. In such cases we will furnish you with price quotations on request.

SHERWIN-WILLIAMS BRIGHTEN UP FINISHES

We have grouped in one line, under a uniform label, the paints, varnishes, stains and enamels we manufacture, which are intended especially for use by the householder and housewife. The Brighten Up Finish line includes the proper material for refinishing and *brightening up* chairs, tables, shelves, fixtures, iron bedsteads, bath-tubs, screens, porch and lawn furniture, floors, woodwork and all of the little things about the home.

The products in the Brighten Up Finish line have been in use for many years throughout the United States and Canada. They are recognized standard products and have a large established demand under the old label.

All S-W paint and varnish products in the Brighten Up Finish line bear on one side the Brighten Up label and on the other side the old, familiar Sherwin-Williams label which is so well known to the paint consumers of the country. The dealer therefore has the option of displaying his stock as Brighten Up Finishes or as the old-style Sherwin-Williams Shelf-Goods, it being to his advantage, however, to display them in the former way, as Brighten Up Finishes are being advertised extensively in the magazines and farm papers.



The old, familiar Family Paint Label



The new Brighten Up Label

By our method of using both labels there will be no confusion or doubt in the minds of purchasers—whether they ask for S-W Screen Enamel, for instance, or for Brighten Up Finish for finishing screens. The use of the name Brighten Up Finishes is simply to enable the goods to be more effectively advertised, to make them more attractive as a line and to make them easier for the consumer to remember. Under the Brighten Up Finish idea the householder and housewife need remember but one name and the dealer will supply the proper Brighten Up Finish when he learns what the purchaser wants to finish.

THE LINE OF BRIGHTEN UP FINISHES

Aluminum Paint
Bath Enamel
Bras-Brite
Brighten Up Stain
Crack and Seam Filler
Dancing Floor Wax
Durable Household Varnish
Empress Liquid Gold
Enamel
Family Paint
Flat Black
Flaxoap

Floorlac
Floor Wax
Floorwipe
Fluid Wax
Graining Preparation
Inside Floor Paint
Liquid Gold
Lustroline Imperial Gold Enamel
Polish-ol
Porch and Lawn Furniture Enamel
Screen Enamel
Stove-Pipe and Iron Enamel

S-W BRIGHTEN UP FINISHES

FLOORLAC

REGISTERED

Prepared Ready for the Brush

For staining and varnishing floors, furniture and woodwork at one operation



A combination of stain that is non-fading and good floor varnish, which is tough and durable and will not show scratches and heel-marks readily. It preserves to the greatest extent the beauty of the natural grain of the wood and is not like the various fugitive dye stains on the market that look well when first put on but soon lose their brilliancy and fade out to undesirable tones after exposure to sunlight. Floorlac is durable in point of color as well as wearing qualities. It was the first article of its kind specially made and adapted for hard wear under

foot. Can be used with equal success on furniture and inside woodwork where a stain and varnish rather than a paint is desired.

	1/2	1/4	1/2	1/4	1/2	1/4
	Pts.	Pts.	Pts.	Qts.	Gals.	Gals.
Cherry	15	30	60	90	1 45	2 30
Dark Oak						
Extra Light Oak						
Green						
Light Oak						
Mahogany						
Walnut						
Clear						
Ground	25	60	70	1 30	2 50	

Trade discount..... $\frac{1}{2}$ per cent

Quarter pints, four dozen in case
Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case



INSIDE FLOOR PAINT

Prepared Ready for the Brush

Made expressly for inside floors. Is easily applied, dries overnight with a good gloss and stands hard wear.

No. 486 Dust Color	Qts.	1/2	Gals.	Gals.
No. 487 Gray				
No. 488 Light Brown				
No. 489 Light Tan				
No. 490 Maroon				
No. 491 Moss Green				
No. 492 Orange				
No. 493 Red				
No. 494 Slate				
No. 495 Yellow				

Qts. 1/2 Gals. Gals.

Net prices per gallon

Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case
Can also be furnished in White
(For Porch and Deck Paint, see page 11)



CRACK AND SEAM FILLER

An elastic composition for filling cracks and seams in old or new floors. Does not shrink and dry up like putty, but gives a smooth surface over which to apply paint, stain or varnish. Apply with a putty-knife or palm of the hand.

1, 2 and 4-pound cans
25

Trade discount..... $\frac{1}{2}$ per cent

WOOD CRACK FILLER (WATER PUTTY)

This is a preparation in powdered form, for use in filling checks, cracks and holes in wood used for interior finishing. It will be found particularly adapted for use in filling cracks in both old and new floors. It is easy to use and when thoroughly dry will not have any tendency to shrink or crack, if applied in accordance with directions. Before using Wood Crack Filler, make sure that the checks, cracks or holes are free from dust, dirt or grease. The space to be filled should then be wiped out with a sponge or cloth dampened with water. Then take a small quantity of the powder and mix it thoroughly with water in a shallow pan or pail until a thick plastic paste is formed. Apply to the cracks with a putty-knife or with the palm of the hand, pressing the material down firmly, then smoothing off the top with a putty-knife or wiping off with a cloth.

1s 14 2s 13 100s 8

Trade discount..... $\frac{1}{2}$ per cent

(Can also be furnished in barrels)

FLOORLAC & BRIGHTEN-UP STAIN ASSORTMENTS

<u>FLOORLAC</u>		<u>COST</u>
48 - 1/2 Pts. Ascd		\$ 8.64
24 - Pts.		7.20
24 - Qts.		12.96
12 - 1/2 Gls.		11.88
6 - Gals.		11.52
COST -----		\$52.20

FLOORLAC SELLS FOR

48 - 1/2 Pts. Ascd.	14.40
24 - Pts.	12.00
24 - Qts.	21.60
12 - 1/2 Gls.	19.80
6 - Gls.	19.20
	<u>\$87.00</u>

PROFIT ----- \$34.80
66-2/3%

<u>BRIGHTEN-UP STAIN</u>		<u>COST</u>
48 - 1/2 Pts. Ascd.		\$ 4.32
48 - 1/2 Pts.		7.20
24 - Pts.		6.48
24 - Qts.		11.52
12 - 1/2 Gls.		10.80
6 - Gals.		10.44
		<u>\$50.76</u>

BRIGHTEN-UP STAIN SELLS FOR

48 - 1/2 Pts. Ascd	\$ 7.20
48 - 1/2 Pts.	12.00
24 - Pts.	10.80
24 - Qts.	19.20
12 - 1/2 Gls.	18.00
6 - Gals.	17.40
	<u>\$84.60</u>

PROFIT ----- \$33.84
66-2/3%

On the full assortments to new accounts you can give our regular stock order terms of Due October 1st or Due June 1st, depending upon the time of the year order is taken, although I believe our regular 60-day terms will answer in every case.

With Floorlac we have the following advertising to offer:

1 - W-28 (Window Trim)
1 - FA (Wooden Panel Display)
1 - FR (11 X 17 Display Card)
50 - FC (Sample Folder)
100 - E-187 (Enclosing Slip)

With the Brighten-Up Stain you can include the following:

1 - VQ (Display Card)
50 - VS (Sample Folders)
2 - Brighten-Up Panels

FLOORLAC



Cherry



Green



Mahogany



Dark Oak



Light Oak



Walnut



Extra Light Oak



Ground

INSIDE FLOOR PAINT



469-Dust Color



488-Light Tan



452-Orange



467-Gray



376-Maroon



453-Red



446-Light Brown



451-Moss Green



468-Slate



376-Yellow

S-W BRIGHTEN UP FINISHES

FLOORWIPE

Prepared Ready for the Brush

A special preparation for cleaning and renewing the finish of waxed and varnished floors and waxed and varnished woodwork. Makes old waxed or varnished surfaces look like new. A cloth should simply be dampened with the material and the floor wiped up just as an ordinary cleaning—no rubbing or polishing necessary.



01060

Pts.	Qts.	½ Gals.	Gals.
35	65	1 20	2 25

Trade discount 50 per cent

Pints, two dozen in case
Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

John ex 20%

DANCING FLOOR WAX

(POWDERED)

For waxing ballroom floors.



½-pound cans, sprinkler-top	35c each
1-pound cans, sprinkler-top	65c each

Trade discount 50 per cent

John ex 20%

½-pound cans	1, 2 and 5-pound cans
35	60

Trade discount 50 per cent

(Floor Wax Black can be supplied when desired)

A display-rack is furnished with an assortment containing 12 pounds each Crack and Seam Filler and Floor Wax.

John ex 20%

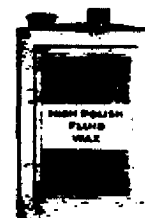
FLOOR WAX

For a waxed finish on varnished floors and floors finished with Floorlac. Also used on furniture where a wax finish is desired. Suitable for ballrooms, bowling-alleys, etc. Needs no tools—put on with a cloth, and polished with a cloth.



HIGH POLISH FLUID WAX

High Polish Fluid Wax is for use on all surfaces where a wax finish is desired. Especially adapted to surfaces subjected to severe usage, particularly dancing floors, bowling-alleys, etc., made of soft or hardwood. For furniture and popular Mission effects it is without an equal. The goods possess exceptional covering capacity, being more economical, easier of application, and dry more readily than paste wax.



½ Pts.	Pts.	Qts.	½ Gals.	Gals.
25	40	75	1 40	2 65

Trade discount 50 per cent

John ex 20%

GRAINING PREPARATION

A special preparation for producing the effect of the natural grain of woods on disfigured floors or interior woodwork. For directions and more complete information, see label on package.



½-Pt. Glass Jars	Pt. Glass Jars	Qt. Glass Jars
25	40	75

Trade discount 40 per cent

John ex 15%

FLAT BLACK

Prepared Ready for the Brush

For producing a dead black, wrought iron finish on wood or metal. Particularly suited for ornamental ironwork, picture-frames, mouldings, lamps, gas-fixtures, etc.: is easily applied, has large covering capacity, wears well, and is very economical.



½ Pts.	¼ Pts.	Pts.	Qts.
25	40	45	50
15	25	45	50

Trade discount 40 per cent

Quarter pints, four dozen in case
Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case

John ex 15%

S-W BRIGHTEN UP FINISHES

FAMILY PAINT

Prepared Ready for the Brush



A paint for household use, suitable for baseboards, shelves, boxes, and the many little things about the house; produces an oil finish that can be repeatedly washed. Handsome assortment of colors. Packages are attractive.

White	300
Apple Green	312
Ash Gray	304
Black	301
Bottle Green	328
Brown	303
Buff	323
Cherry	322
Flat White	322
French Gray	317
Lavender	314
Leaves	309
Light Blue	326
Light Fawn	326
Light Lead	329
Maroon	318
Orange	315
Pea Green	324
Red	319
Rose	321
Sky-Blue	325
Straw	325
Yellow	325
Inside White	303
Dark Blue	310
Green	311
Scarlet Vermilion	313

K	1/2	1	1 1/2
Pts.	Pts.	Pts.	Qts.
12	20	35	66

Trade discount 15 per cent

Quarter pints, four dozen in case
Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case

Job 40-15

PORCH AND LAWN FURNITURE ENAMEL

Prepared Ready for the Brush



Made expressly for porch and lawn furniture and similar work where the finish is exposed to the weather. Colors are bright and thoroughly meet the popular demand. Dries with a hard, glossy surface that will not soften under heat or stick to the clothing.

Carmine	40	75	110	200	380
Grass Green	40	75	110	200	380
Willow Green	40	75	110	200	380
Box Green	40	75	110	200	380
Vermilion	40	75	110	200	380

Trade discount 10 per cent

Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

Job 40-15

SCREEN ENAMEL

Prepared Ready for the Brush



For renewing old screens and preventing rust. Does not close up the mesh and dries with a high gloss that prevents dust and dirt from adhering to the screen.

White and Green	20	35	60	1 05	2 00
Black	15	25	50	1 05	2 00

Trade discount 10 per cent

Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

(Put up in five-gallon cans on special order)

BATH ENAMEL

Prepared Ready for the Brush



The best bath enamel that can be made. Ground in special liquids which produce a porcelain-like surface that will successfully withstand the effects of hot and cold water. It is tough and tenacious and will not chip or flake. It is also very durable and frequent repainting is unnecessary as in the use of cheaper enamels on the market. Bath Enamel is not a cheap, low-priced article, but the highest quality and most satisfactory and economical one made.

Porcelain	645	30	50	90	1 00	2 25
Ground	645	30	50	90	1 00	2 25

Trade discount 10 per cent

Quarter pints, four dozen in case
Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Gallons, half dozen in case

Job 40-15

FAMILY PAINT



Apple Green



Lavender



Red



Ash Gray



Lemon



Rose



Bottle Green



Light Blue



Sky Blue



Brown



Light Fawn



Straw



Buff



Light Lead



Yellow



Cherry



Maroon



Dark Blue



Flesh



Orange



Green



French Gray



Pea Green



Scarlet Vermilion

PORCH AND LAWN FURNITURE ENAMEL



Carmine



Grass Green



Willow Green



Bog Green



Vermilion

S-W BRIGHTEN UP FINISHES

29

ALUMINUM PAINT

"BRIGHT AS SILVER"

Prepared Ready for the Brush

1/4 Pts.	1/2 Pts.	3/4 Pts.	Pts.	Qts.	Gals.
75	85	95	105	160	200

Trade discount.....per cent

Quarter pints, four dozen in case
Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Gallons, half dozen in case

(Quarter pints also put up in fancy cartons containing one dozen cans)

15

A lasting silver finish for use on radiators, ranges, water-boilers, gas, steam and water-pipes, gas-stoves, machinery, engines, etc. Also adapted for outside use on auto-engines, boats, metal work, cornices, cupolas, etc. Gives most satisfactory results, because it is perfectly mixed and finely ground, works freely under the brush, has great spreading capacity, is fast in color, stands longest on outside exposure. Extreme heat and cold does not crack, peel, blister or discolor it. One coat covers a clean black surface. It has no disagreeable banana-like odor found in many other Aluminum paints.



LUSTROLINE IMPERIAL GOLD ENAMEL

Bronze and Liquid Separate

A Superior Grade for Decorative Uses

Put up in fancy cardboard boxes containing a vial of finest bronze powder, bottle of liquid, brush and dish for mixing the bronze with the liquid and packed in handsome cartons containing one dozen boxes.



Per dozen..... 2 50

Trade discount.....per cent

15

EMPRESS LIQUID GOLD

Prepared Ready for Use

A high quality gold paint for decorating picture-frames, chairs, tables, novelties, etc. Put up in fancy cardboard boxes containing a bottle of gold paint and a brush and packed in handsome cartons containing one dozen boxes.



Per dozen..... 2 50

Trade discount.....per cent

Packed in cases containing twelve cartons of one dozen packages each.

15

1/4 Pts.	1/2 Pts.	Pts.	Qts.	Gals.
35	60	1 10	2 00	7 50

Trade discount.....per cent

Quarter pints, four dozen in case
Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Gallons, half dozen in case

28

LIQUID GOLD

A gold finish for use on radiators, hot-air registers, piping and similar surfaces.



	Pts.	Qts.	Gals.	1/2 Gals.	5 Gals.
First Quality	37	2 60	2 45	2 25	2 15
No. 2	28	1 85	1 70	1 50	1 40
No. 3	23	1 45	1 30	1 10	1 00

1-ounce bottles, per dozen..... 95
2-ounce bottles, per dozen..... 1 30
3-ounce bottles, per dozen..... 1 80

Trade discount.....per cent

(Bottles put up in fancy cartons, containing one dozen, any size)

East. B55 H-15 1578

15

BRONZING LIQUID

Used for Mixing Bronze



35

0007-SWP-000010268

S-W BRIGHTEN UP FINISHES

BRIGHTEN UP STAIN

Prepared Ready for the Brush



This stain and varnish combined is for use on old and new woodwork, furniture, etc. It closely imitates the natural woods and produces a finish with a high varnish lustre. Does not fade or lose its lustre like many similar products on the market. Surfaces previously painted can be changed to any of the woods represented in this list by first applying a coat of S-W Brighten Up Stain Ground. A grained effect can be secured by painting a square yard at a time, then going over the surface again without dipping the brush in the stain, and waving it from side to side, or a worn whisk-broom may be used for the same purpose.

Cherry.....576						
Dark Oak.....577	1/4	1/2				
Ebony.....578	Pts.	Pts.	Pts.	Qts.	Gals.	Gals.
Ex. Light Oak.....579						
Green.....580	15	25	45	80	1 50	2 90
Light Oak.....581						
Mahogany.....582						
Rosewood.....583						
Walnut.....584						
Ground.....585	15	22	40	70	1 30	2 50

Trade discount.....per cent

Quarter pints, four dozen in case
Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

ENAMEL

Prepared Ready for the Brush



Enamel differs from paint in hardness and gloss, which is obtained through the use of zinc white and varnish in addition to materials found in ordinary linseed oil paint. S-W Enamel produces the much desired enamel finish on woodwork and walls at a great saving of time, labor, number of coats and cost of material over old methods. It brings enamel finish within the reach of persons of moderate means. It is especially suited, also, for use on bedsteads, dressers, chiffoniers, desks, tables, chairs, wickerwork, shelving, pottery, etc.

Dark Coral.....654						
Emerald Green.....655						
Fawn.....656						
Forest Green.....657						
Gloss Black.....658	1/4	1/2				
Golden Brown.....659	Pts.	Pts.	Pts.	Qts.	Gals.	Gals.
Ground.....660						
Ivory White.....661						
Light Blue.....662	25	45	75	1 40	2 60	5 00
Light Sage.....663						
Light Yellow.....664						
Pearl Gray.....665						
Shell Pink.....666						
Snow White.....667						
Willow Green.....668						
Carmin.....669	30	50	90	1 70	3 20	6 00
Vermillion.....670						

Trade discount.....per cent

Quarter pints, four dozen in case
Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

STOVE-PIPE AND IRON ENAMEL

Prepared Ready for the Brush



For refinishing old stove-pipes, grates, and similar iron surfaces, subjected to heat. It is possible, by using Stove-Pipe and Iron Enamel, to refinish old discolored and rusty pipes and thus save the expense of buying new ones. This material should be applied while the surface is still slightly warm, and allowed to dry 24 hours before subjecting to high temperature, under which conditions it will be practically smokeless and will produce a better surface and wear longer than any other Stove-Pipe Enamel or Stove-Pipe Varnish made.

1/4 Pts.	1/2 Pts.	Pts.
12	20	35

Trade discount.....per cent

Quarter pints, four dozen in case
Half pints, four dozen in case
Pints, two dozen in case

(Quarter pints also put up in cartons containing one dozen cans)

Care must be exercised not to let Stove-Pipe and Iron Enamel come in contact with superheated surfaces, open flame or live sparks, as the ingredients from which it is made are inflammable under these conditions.

BRIGHTEN UP STAIN



Cherry



Green



Mahogany



Dark Oak



Light Oak



Rosewood



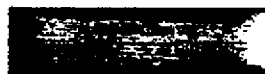
Ebony



Extra Light Oak



Walnut



Ground

ENAMEL

Snow White

Ivory White

Light Yellow

Light Sage

Dark Coral

Pearl Gray

Shell Pink

Fawn

Vermilion

Light Blue

Emerald Green

Willow Green

Golden Brown

Forest Green

Carmine



Gloss Black

Ground

FLAVOR ASSORTMENTS

#1

12 - one lb. cans
12 - two " "
3 - five " "
15 - free samples ----- 5.00

#2

24 - one lb. cans
24 - two " "
6 - five " "
30 - free samples ----- 10.00

#3

24 - half lb. cans
15 - one " "
15 - two " "
15 free samples ----- 5.00

#4

48 - half lb. cans
30 - one " "
24 - two " "
30 - free samples ----- 10.00

Effective December 28th, 1914.
Bulletin #70.

Division

191

Bulletin No.

Central Atlantic

25

11-19-18

Subject

For

Mr. Larkins

Advance in price on
Perfect Method Paint Oil
Lincoline

Effective immediately the trade sale list price of
Perfect Method Paint Oil 01121 is advanced to 43¢ per gallon.

On Lincoline, rex 01243 listed on page 412 the price
is advanced to 80¢ per gallon.

The following low prices which are to be used only
by railway representatives in special cases must first be
approved by this office.

P M Paint Oil	.37 per gal. in barrels
Lincoline	.47 " " "

The above advances were necessary because of the ad-
vance in the cost of raw materials.

Yours very truly,

C. F. Jordan,

Sales Manager.

W. F. Rouse

0007-SWP-000010272

CENTRAL ATLANTIC

Division

Bulletin No. 34

11-18-15

191

Subject Chlorosene - Carbolic Shingle
Stain

For Mr. Perkins

We are sending you under separate wrapper, folder on Chlorosene and letters showing our extensive advertising campaign which is to be inaugurated immediately. Unquestionably this campaign is going to result in wonderful business on our wood preservatives, and we want every one of you men to be very keen to grasp this excellent opportunity of increasing your sales.

As explained to you at the convention we are especially equipped at this time to produce wood preservatives that are not only equal to the former imported goods, but far superior. Judging from the inquiries that are pouring in daily there will be no question about orders and if you men will only get back of the proposition it will bring quicker success.

CARBOLIC-OL SHINGLE STAIN will be furnished in three distinctive shades, Light, Medium and Dark, and we ask that you kindly insert the following prices in your price book.

	Bbls.	5's	1's
All shades	.65	.75	.85

These prices are subject to the regular Preservative Shingle Stain discount.

The folder we are sending shows the Medium shade only. As the demand develops we will issue additional literature on all three shades. We are concentrating on the Medium shade although we will be in a position to supply a Light and Dark shade as well, in the same quality of material.

Asking your earnest co-operation in developing a sale for these materials, we remain,

Yours very truly,

O. P. Jarden,

Sales Manager.



0007-SWP-000010273

S-W BRIGHTEN UP FINISHES

14755

BRAS-BRITE (LIQUID METAL POLISH)



A liquid preparation for cleaning and polishing brass and other polished metals. Unlike other polishes, Bras-Brite requires but little rubbing, even on old metal that has not been polished for a long time. The material is non-explosive and can be used practically anywhere with perfect safety. Will keep in perfect condition in any climate, and will not deteriorate with age. The goods are put up in beautiful lithographed packages.

1/2 Pts.	Pts.	Qts.	1/2 Gals.	Gals.
1 10	1 75	3 25	4 75	8 30

Net prices per dozen packages

20%

1/2-lb. cans each	1-lb. cans per lb.	2-lb. cans per lb.	5-lb. pails per lb.	10-lb. pails per lb.
1 10	1 75	3 25	4 75	8 30

Trade discount.....per cent

1-pound cans, fifty in case
2-pound cans, thirty in case
5-pound pails, ten in case
10-pound pails, six in case

Can also be furnished in larger packages

15

FLAXOAP—A PURE LINSEED OIL SOAP

AA 1



Flaxoap is an absolutely pure linseed oil soap, made from cold pressed linseed oil and potash, contains no animal fat whatever, no free caustic alkali, consequently can be used on the finest fabrics without fear of injury. Flaxoap lathers freely in hot or cold, hard or soft water. It is especially adapted to cleaning floors, woodwork, furniture, etc. Owing to the fact that pure linseed oil is the life of all paints and varnishes, Flaxoap is the best cleaner for all painted and varnished surfaces. It will be found most excellent for cleaning automobiles, carriages, windows, mirrors and cut glass. The housewife will find it particularly valuable in the cleaning of carpets and rugs. Complete directions shown on the label.



Prepared Ready for Use

Cleans and polishes at one operation. It brings out and intensifies the original finish, gives a handsome gloss and is not in any way harmful to the finish on woodwork or furniture. It is an ideal brightener for use on varnished floors.



4-oz. Bottles	12-oz. Bottles
25	50

Trade discount.....per cent

20

1/2 Pts.	Pts.	Qts.	1/2 Gals.
40	60	1 00	1 95

Trade discount.....per cent

Half pints, four dozen in case
Pints, four dozen in case
Quarts, one dozen in case
Half gallons, half dozen in case

15

Pts.	Qts.	Gals.
45	85	3 00

Trade discount.....per cent

Pints, two dozen in case
Quarts, two dozen in case
Gallons, half dozen in case

15

AUTO LEATHER DRESSING

01070

A semi-gloss black leather dressing for use in renewing the finish on leather used on the seats and backs of automobiles, leather chairs, turkish-rockers, couches, etc. Material can be applied with a soft brush, and will dry quickly without showing brush-marks, and will restore the original appearance of the leather.



TIRE-COAT (FOR PRESERVING AUTO TIRES)

14983

Tire-Coat is a rubber preservative for use on tires of automobiles. Tire-Coat is not a paint in the strict acceptance of that term, but is a preparation made by dissolving pure Para rubber in certain liquids. It is made in the natural rubber gray color, and will be found to wear splendidly, with no tendency to chalk or rub off. Tire-Coat affords absolute protection to the rubber surface to which it is applied, and prevents the disintegration of the tire through the ill effects of water, lubricating oil, etc. For use on tires which have developed small cracks or cuts, or where the rubber has been worn away from the fabric, Tire-Coat will be found to prolong the life of the tire by filling up these places and rendering them in a very large measure impervious to water. Tire-Coat can be quickly applied to the tire with an ordinary small, flat brush, and dries within fifteen or twenty minutes.



BUGGY AND AUTO PAINT



Prepared Ready for the Brush

A varnish gloss paint of great durability, made to stand outside exposure. For painting and varnishing at one operation, buggies, automobiles, carriages, wagons, sleighs, carts, sleds, farm implements, etc. Vehicles can be washed and cleaned without injuring the gloss or durability of the paint. Is far superior to other carriage paints and must not be confused with the numerous cheap mixtures on the market.

Black	501					
Blue		1/2			1/2	
Brewster Green		Pts.	Pts.	Qts.	Gals.	Gals.
Clear	101	42	65	1 10	2 10	4 00
Gray	505					
Light Green						
Rubber Finish						
Yellow	502					
Carmine	508					
Vermilion	507	70	1 10	1 85	3 40	6 50
Cart Red	521					
Wine	523	60	90	1 45	2 75	5 30

Trade discount.....per cent

Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

15

ENAMEL LEATHER DRESSING



Prepared Ready for the Brush

For renovating and renewing the finish on carriage-tops, side curtains and similar surfaces. Will not crack when top is let down. Livery-stables and carriage repair-shops use this largely, as well as owners of buggies, carriages, etc.

1/2 Pts.	Pts.	Qts.	1/2 Gals.	Gals.
42	65	1 10	2 10	4 00

Trade discount.....per cent

Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

15

WAGON AND IMPLEMENT PAINT



Prepared Ready for the Brush

For painting and refinishing farm machinery, wagons, implements, tools and similar surfaces. Dries with a rich oil gloss, prevents rust and decay, and is one of the most economical paints on the market for the uses recommended. Brushes out easily, covers well, is very permanent in color as well as durable. Where parts of surfaces are badly worn, the worn places should be given a coat of the paint as a primer, which should be allowed to dry hard prior to painting the balance of the surface.

Black	79					
Blue	78					
Green	77					
Wagon Coach Clear		40	75	1 40	2 70	
Yellow	76					
Red	74					
Wine	72	45	85	1 60	3 00	

Trade discount.....per cent

Pints, two dozen in case
Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

15

MEDICINAL LINSEED OIL



Pure linseed oil, cold screw pressed from choicest North-western seed and put up particularly for veterinary and internal uses.

Pt. Bottles per dozen	Qt. Bottles per dozen	5-Gal. Cans
2 50	4 75	

Net prices subject to market fluctuations

Pints, two dozen in case
Quarts, one dozen in case

26

CYCLE ENAMEL—AIR-DRYING



Prepared Ready for the Brush

Made for closely and satisfactorily reproducing the original surface. Easy to put on, hard to knock off. The surface should be carefully cleaned with benzine and rubbed dry.

Black	594				
Cycle Blue					
Golden Brown					
Green	592				
Motor Gray					
Orange	597				
Robin's Egg Blue					
White					
Yellow	594				
Blue					
Brilliant Green					
Carmine					
Maroon	596				
Staring Green	593				
Vermilion	593				

Trade discount.....per cent

Quarter pints, four dozen in case

15

YACHT, POWER-BOAT AND CANOE FINISHES

	List Prices					List Prices		
	$\frac{1}{8}$ Pt.	$\frac{1}{4}$ Pt.	$\frac{1}{2}$ Pt.	Pt.		Qt.	$\frac{1}{2}$ Gal.	
Aluminum Paint.....	15	27	50	95		1 75	.....	6 50

Discount.....per cent

				Prices per Gallon		
Rexpar (For Exterior Marine Use)	36	66		5 10	4 95	4 75
Marine Spar Varnish (For General Marine Use) ..	..	..	..	3 75	3 60	3 40
Scar-not (For Interior Marine Use)	27	48		3 65	3 50	3 30

Discount.....per cent

Liquid Gold.....	37	65	1 15	2 15	..	8 00
Inside White Cabin Enamel.....	22	40	65	1 10	2 10	4 00
Deck Furniture Enamel (Regular Colors)	..	40	65	1 10	2 00	3 80
Deck Furniture Enamel, Vermilion	..	60	90	1 45	2 75	5 30

Discount.....per cent

Canoe Colors (Regular Colors)	42	65	1 10	2 10	4 00
Canoe Colors Carmine, Vermilion	70	1 10	1 85	3 40	6 50
Canoe Colors Red, Wine.....	60	90	1 45	2 75	5 30
Marine Engine Enamel (Regular Colors)	42	65	1 10	2 10	4 00
Marine Engine Enamel Carmine, Vermilion	70	1 10	1 85	3 40	6 50
Marine Engine Enamel Red, Wine	60	90	1 45	2 75	5 30

Discount.....per cent

	1s	2s	3s	10s
Flaxoap.....	20	19	18	17

Discount.....per cent

	Net Prices			
	Per Gallon			
	Pts.	Qts.	$\frac{1}{2}$ Gals.	Gals.
Corinthian Green (Anti-Fouling).....	4 75	4 60	4 55	4 50
Boot Top Paint.....	..	..	..	1 30
Yacht White Enamel.....	..	4 10	3 75	3 50
Yacht Black Enamel.....	..	..	..	2 50
Royal Green (Anti-Fouling).....	(1953)	4.10-85	4.02-80	4.00-75
Yacht Flat White.....	..	2 10	2 05	2 00
Copper Paint Green.....	..	2 30	2 25	2 20
Copper Paint Red.....	..	2 00	1 95	1 90
Copper Paint Brown.....	..	2 00	1 95	1 90
Deck and Canvas Paint.....	..	1 75	1 70	1 65
Anti-Fouling Composition No. 1.....	..	..	..	1 50
Anti-Fouling Composition No. 2.....	..	..	..	2 65
Anti-Fouling Liquid Bronze.....	(1587) 1/2	1.55-80 ca.	..	..
Anti-Fouling Racing Compound Beacon White.....	(1931) 1/2	6.10-85	..	6.05-80

BUGGY AND AUTO PAINT



Blue



Gray



Wine



Brewster Green



Light Green



Carmine



Cart Red



Yellow



Vermilion

WAGON AND IMPLEMENT PAINT



Blue



Green



Red



Wine



Yellow

CYCLE ENAMEL



Blue



Green



Sterling Green



Brilliant Green



Maroon



Vermilion



Carmine



Orange



Yellow



Cycle Blue



Motor Gray



Golden Brown



Robin's Egg Blue

HANDCRAFT STAINS



Antwerp Oak



Early English Oak



Tavern Oak



Bog Oak



Fumed Oak



Weathered Oak



Brown Oak



Flemish Oak



Green Weathered Oak



Cathedral Oak



Old English Oak



Mahogany



Walnut

PERMANENT MAHOGANY STAIN



No. 700. Light



No. 700. Dark

GOLDEN OAK STAIN



Golden Oak Stain

(Reducer, put up in cans only, all sizes)

(Can also be supplied in ½ pints, pints and quarts)

Prepared Ready for the Brush



WOODCRAFT STAINS

Prepared Ready for the Brush



This line of stains especially designed for producing on soft, inexpensive woods, such as Georgia and Washington Pine, Gum, Fir, etc., the popular Mission effects. The demand for a stain of this character is universally prevalent, by reason of the increasing scarcity of Oak and the more desirable hardwoods so generally used heretofore.

Notwithstanding the fact that in designing these stains their special adaptability to soft woods was of first consideration, equally satisfactory results are to be obtained when they are used on Oak and other expensive hardwoods.

Each effect produced by the use of Woodcraft Stains is a perfect specimen of the character of finish it is intended to represent. The Fumed Oak effect procured on Oak is such a perfect imitation of the genuine Ammonia Fumed Oak that only those of extended experience can determine the difference. Unlike most other stains on the market, the services of an expert workman are not required to obtain the desired effect. Perfect results can be secured by the amateur.

Woodcraft Stains do not raise the grain of the wood; do not streak or show brush-marks; dry promptly and will not bleed up when finished over; do not require wiping, and with one application will produce the clear, stained effect, without obliterating the grain of the wood. Woodcraft Stains represent the best value obtainable, in the way of a permanently satisfactory, moderate-priced stain. Explicit instructions for use will be found on color-card.

14695

	$\frac{1}{2}$ Pts.	Pts.	Qts.	Gals.
Cherry				
Early English				
Fumed Oak				
Green W.				
Modern E.				
Weathered				
Mahogany				
Mahogany, Dark				
Woodcraft Stain Reducer	25	40	70	2 40

Trade discount _____ per cent

Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Gallons, half dozen in case

15
2.65 *50* *BB*
2.55 *445*

Mahogany at Regular Price

	$\frac{1}{2}$ Pts.	Pts.	Qts.	$\frac{1}{2}$ Gals.	Gals.
Belgian Oak					
Colonial Oak					
Cherry					
Dark Oak					
Ebony					
Light Oak					
Mahogany	20	35	55	1 05	2 00
Mahogany, Dark					
Moss Green					
Walnut					
	27	50	95	1 60	3 00

Trade discount _____ per cent

Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

(Also put up in five-gallon square cans on special order.)

OIL STAIN

Prepared Ready for the Brush



For use on new woods only. Colors imitate closely natural woods of similar name and are suited to the needs of the practical decorator for moderate-priced work. Work freely, dry properly and do not raise the grain of the wood. Possess strong staining properties.

WOODCRAFT STAINS



Early English Oak



Green Weathered Oak



Fumed Oak



Weathered Oak



Modern English



Mahogany, Light



Mahogany, Dark



Cherry

OIL STAIN



Belgian Oak



Ebony



Light Mahogany



Colonial Oak



Dark Oak



Dark Mahogany



Cherry



Light Oak



Moss Green



Walnut

ENAMELOID

White	Satin Green	Flesh
Ivory	Primrose	Sky-Blue
Pink	Emerald	Gray
Mauve	Tan	Cardinal Red
Olive	Grass Green	Black
	Wine	

Non Bleeding White
209

1.80

OLD DUTCH ENAMEL

Prepared Ready for the Brush

1/4 Pts.	1/2 Pts.	Pts.	Qts.	1/2 Gals.	Gals.
25	45	75	1 40	2 60	4 00
27	60	90	1 70	3 10	6 00

Trade discount.....per cent

Quarter pints, four dozen in case
Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

15

Old Dutch Enamel represents the very highest quality enamel possible to secure from a combination of choice raw materials and unequalled facilities for the manufacture of high-grade paint and varnish products. This product is made in strict accordance with the process employed by the most famous of Dutch manufacturers, with such improvements as we have been able to make from our long experience. In working out Old Dutch Enamel, we are convinced that this product will give the best results when used over a flat lead coat made from Sherwin-Williams Old Dutch Process White Lead. Old Dutch Enamel will meet every requirement of a gloss enamel for either interior or exterior use.



OLD DUTCH ENAMEL

DULL-FINISH INTERIOR

Prepared Ready for the Brush

Qts.	Gals.
1 70	4 00

Trade discount.....per cent

Quarts, two dozen in case
Gallons, half dozen in case

15

A full bodied, pure white enamel for interior use, which produces the effect of rubbed work, without the necessity of rubbing. This enamel works freely, flows out perfectly, and dries promptly, with a hard, rich, egg-shell gloss finish.



White.....	25	45	75	1 25	2 35	4 50
Black.....						
Emerald.....						
Flesh.....						
Gray.....						
Grass Green.....						
Ivory.....	18	30	45	80	1 55	3 00
Mauve.....						
Olive.....						
Pink.....						
Primrose.....						
Satin Green.....						
Sky-Blue.....						
Tan.....						
Cardinal Red.....	25	40	65	1 15	2 15	4 20
Wine.....						

Trade discount.....per cent

Quarter pints, four dozen in case
Half pints, four dozen in case
Pints, two dozen in case
Quarts, two dozen in case
Half gallons, one dozen in case
Gallons, half dozen in case

15

ENAMELOID

Prepared Ready for the Brush

A splendid enamel for use on inside walls, ceilings and woodwork where a high-gloss finish is demanded. Enameloid produces an enamel finish superior to the ordinary enamels on the market. It is easy to apply, does not drag under the brush, covers well and can be cleaned with soap and water without injury.



TAXITE (PAINT AND VARNISH REMOVER)



Prepared Ready for the Brush

Removes old paint or varnish from any surface. Apply with a brush and allow it to stand 10 or 15 minutes—then scrape off with a knife, clean surface with benzine, gasoline, or wood-alcohol, and it's ready for refinishing. Taxite does not injure the skin, discolor most delicately grained woods, soften glue or interfere with the drying or durability of subsequent coats of paint or varnish. Doesn't run off of upright surfaces. Can be furnished in paste form when desired.

DEALERS AND CONSUMERS

Net prices per gallon

½ Pts.	Pts.	Qts.	½ Gals.	Gals.
2 40	2 15	2 00	1 90	1 80

Where a dealer or consumer purchases 24 gallons or more during a period of twelve months, he is entitled to an allowance of 5 cents per gallon from the above schedule of prices.

JOBBER'S

Net prices per gallon

½ Pts.	Pts.	Qts.	½ Gals.	Gals.
2 10	1 85	1 70	1 60	1 50

Discounts may be allowed as follows:

On purchases in quantities of 10 or more cases, 5%; in quantities of 25 or more cases, 7%; and in quantities of 50 or more cases, 10%; but to permit the allowance of such discounts the quantities necessary therefor shall be ordered and shipped or delivered during the period of 12 months following the first day of July in any year, and the discounts shall not be allowed until the full quantity required therefor shall have been ordered and delivered or shipped as aforesaid.

UNITED STATES GOVERNMENT, RAILWAYS, ETC.

The United States Government may be given the lowest jobbers' discount without reference to quantity purchased, viz.: 10% from the above Jobbers' Schedule.

State, County and Municipal Governments, Railroads, Traction Companies, Steamship, Car Building and Car Repairing Companies may be given a discount of 5% from the above jobbers' schedule without reference to quantity purchased, but no other discount, except for cash payment.

In the event of any cancellation of orders or return of goods by jobbers, dealers or consumers, prices shall be readjusted and settlements made according to the actual quantities purchased and retained.

TERMS: 60 days, 2% for cash within 15 days after shipment; Spring dating permissible only for goods sold after November 1st of each year.

Effective July 1, 1913.



SCHEDULE FOR TAXITE.

Effective July 1st, 1913.

JOBBER'S.

In 1 gallon cans or in larger packages.....	\$1.50 per gal.
In $\frac{1}{2}$ " "	\$1.60 " "
In $\frac{3}{4}$ " "	\$1.70 " "
In $1\frac{1}{8}$ " "	\$1.85 " "
In $1\frac{1}{16}$ " "	\$2.10 " "
In 4 ounce cartons.....	\$14.00 per gross, net

Discounts:

On purchases in quantities of 10 or more cases, 5%; in quantities of 25 or more cases, 7%; and in quantities of 50 or more cases, 10%; but to permit the allowance of such discounts the quantities necessary therefor shall be ordered and shipped or delivered during the period of twelve months following the first day of July in any year, and the discounts shall not be allowed until the full quantity required therefor shall have been ordered and delivered or shipped as aforesaid.

DEALERS AND CONSUMERS.

In 1 gallon cans or in larger packages.....	\$1.80 per gal.
In $\frac{1}{2}$ " "	\$1.90 " "
In $\frac{3}{4}$ " "	\$2.00 " "
In $1\frac{1}{8}$ " "	\$2.15 " "
In $1\frac{1}{16}$ " "	\$2.40 " "
In 4 ounce cartons	\$21.60 per gross, net

The licensee, may however, sell to any dealer or consumer at a price 5¢ per gallon less than the above schedule of prices provided such person purchase and there be delivered or shipped to such purchaser during the period of twelve months beginning the first day of July of any year a total quantity of 24 gallons or more, but such discount shall not be allowed until the full quantity required therefor shall have been ordered and delivered or shipped as aforesaid.

The United States Government may be given the lowest jobbers' discount without reference to quantity purchased, viz., 10% from the above jobbers' schedule.

State, County and Municipal Governments, Railroads, Traction Companies, Steamship Car Building and Car Repairing Companies may be given a discount of 5% from the above jobbers' schedule without reference to quantity purchased, but no other discount, except for cash payment.

In the event of any cancellation of orders or return of goods by jobbers, dealers or consumers, prices shall be readjusted and settlements made according to the actual quantities purchased and retained.

TERMS: 60 days, 2% for cash within 15 days after shipment; Spring dating permissible only for goods sold after November 1st of each year.

FIRST QUALITY OIL COLORS

		
Chinese Blue	Chrome Green, L.	Turkey Red
		
Prussian Blue	Chrome Green, M.	Indian Red
		
Cobalt Blue	Chrome Green, D.	English Venetian Red
		
Ultramarine Blue	Premier Non-Fading Red	Chrome Yellow, L.-C. P.
		
Raw Turkey Umber	English Vermilion	Chrome Yellow, M.-C. P.
		
Burnt Turkey Umber	Orinoco Vermilion	Chrome Yellow, O.-C. P.
		
Raw Italian Sienna	American Vermilion	Chrome Yellow, D. O.-C. P.
		
Burnt Italian Sienna	English Rose Lake	Chrome Yellow, L.
		
Vandyke Brown	English Rose Pink	Chrome Yellow, M.
		
Paris Green	Bright Tuscan Red	Chrome Yellow, O.
		
Bronze Green	Tuscan Red	Chrome Yellow, D. O.
		
Golden Ochre		Yellow Ochre

FIRST QUALITY OIL COLORS

Made from choicest raw materials finely ground in oil. They have greatest tinting strength, coupled with purity of tone and color true to name. Used largely for tinting and sign-writing purposes.

Cans and Pails—Prices per pound*
Tubes—Prices per dozen

BLACKS

		Large Tubes	1 & 5-lb. Cans	12 1/4-lb. Pails	25-lb. Pails
Ivory Drop	215	1 80	26	25	—
English Coach	215	1 80	26	25	—
Sign Painters	187	1-85	2.05	22.35	—
Lamp	216	1-90	2.05	20.34	29 33

BLUES

*Chinese	218	5-40	5.50	2-25	1.50	—	—
*Prussian	218	5-40	5.50	2-25	1.50	—	—
*Cobalt	184	2 80	47	—	—	—	—
*Ultramarine	219	2 40	37	36	—	—	—

BROWNS

Raw and Burnt Turkey Umber	221-2	1-80	1.95	26.28	23.27	—	—
Raw and Burnt Italian Sienna	222-2	1-80	1.95	27.30	26.29	—	—
Vandyke	225	2-80	1.25	33.36	31.35	—	—

GREENS

Paris	226	—	40	—	—	—	—
Bronze	240	—	25	24	23	—	—
Chrome, L., M. and D.	227	4-30	1.80	30.30	29.29	26.28	—

REDS

Premier Non-Fading	212	3 00	50	49	48	—	—
†English Vermilion	212	31.50	7.50	27.95	—	—	—
Orinoco Vermilion	212	3 50	47	—	—	—	—
American Vermilion	238	—	36	—	—	—	—
English Rose Lake	239	3 00	47	—	—	—	—
English Rose Pink	239	3 00	35	—	—	—	—
Bright Tuscan	216	2 20	32	31	30	—	—
Tuscan	237	1 75	28	27	26	—	—
Turkey	238	2 50	30	—	—	—	—
Indian	230	1 75	23	22	21	—	—
English Venetian	231	1 50	15	14	13	—	—

YELLOW

Chrome, L. M. O. and D. O. (C. P.)	232	5-80	4.00	35.45	34.44	32.43	—
Chrome, L. M. O. and D. O.	233	2-30	3.00	29.35	28.34	27.33	—
Golden Ochre	236	1 80	22	21	20	—	—
Yellow Ochre	236	1 50	15	14	13	—	—

GOLD SIZE

Small Tubes	Large Tubes	1/2-lb. cans per lb.	1-lb. cans
1 50	2 75	50	45

Trade discount 15 per cent

On account of their large bulk it is impossible to furnish Blacks, Prussian Blue and Browns in 25-pound pails

*Put up in 1/4 pound at 6 cents per pound over list in 1-pound cans (Cobalt excepted)

*Put up in 1/2 pound at 3 cents per pound over list in 1-pound cans

†Prices on English Vermilion subject to market fluctuations, will be furnished on application

FRENCH CROWN GREEN

L. M. D. AND DB.



For painting window-blinds and all surfaces where permanent shades of Green are desired; also largely used by master painters for tinting purposes. Has all the requirements of beauty, durability and permanency of color of Paris Green, without any of the poisonous properties of that green, while its covering power is more than four times as great. Paris Green was formerly recognized as the standard for these shades.

500⁺ or over net.

1, 2 and 5-lb. cans	12 1/2-lb. pails	25-lb. pails
25	25 1/2	30
17	20 1/2	14 1/2
Trade discount _____ per cent		

50-pound cases assorted contain sixteen 1s, seven 2s, four 5s
100-pound cases assorted contain thirty 1s, fifteen 2s, eight 5s

20

VERDELITE

The Satisfactory Green



Verdelite is manufactured in four shades, Light, Medium, Dark and Olive, and is particularly adapted for painting doors, window-blinds, structural and ornamental ironwork, store-fronts, fences, and can be used generally for all outdoor surfaces. Verdelite looks better, spreads further and lasts longer than any green on the market sold for similar purposes.

5-lb. cans	12 1/2-lb. pails	25-lb. pails
12 1/2	11 1/2	11

Net prices per pound

(Can also be furnished in liquid form on special orders)

1st class

SPECIAL COLORS

Ground in Oil



These colors are made especially to supply the needs of the practical painter, decorator and sign-writer, for a line of staple colors, that are largely used, uniform and thoroughly reliable.

1, 2 & 5-lb. cans	12 1/2-lb. pails	25-lb. pails
Superior Black 12 1/2	9	8 1/2
Naval Black 12 1/2	16	13
Boston Green, L. and D. 20 1/2	14	13
Steamboat Green 20 1/2	16	15
Hercules Green, L. M. 14 1/2	24	22
and D. 24	23	22
Dragon Red (for bullet work only) 24 1/2	53	52

Net prices per pound

10 1/2

PREPARED GRAINING COLORS

Ground in Oil



For use in finishing soft wood in imitation of popular hardwoods.

Ash	1-lb. Cans
Cherry 10 1/2	
Chestnut 10 1/2	
Dark Oak 10 1/2	
Light Oak 10 1/2	
Mahogany 10 1/2	22
Maple 10 1/2	
Walnut 10 1/2	
Ground, L. and D. 10 1/2	

Trade discount _____ per cent

15 - 15

PREPARED GRAINING COLORS

In Distemper

Ground in water without size. In patent sealed glass jars. For use in finishing soft wood interiors in imitation of expensive hardwoods.

Ash	Per Jar
Cherry 25 1/2	
Chestnut 25 1/2	
Dark Oak 25 1/2	
Light Oak 25 1/2	15
Mahogany 25 1/2	
Maple 25 1/2	
Walnut 25 1/2	

Trade discount _____ per cent

FRENCH CROWN GREEN



French Crown Green, L.



French Crown Green, M.



French Crown Green, D.



French Crown Green, DD.

VERDELITE



Verdelite, L.



Verdelite, M.



Verdelite, D.



Verdelite, O.



SPECIAL COLORS



Boston Green, L.



Steamboat Green



Hercules Green, M.



Boston Green, D.



Hercules Green, L.



Hercules Green, D.



Dragon Red

156 156 103

	F	A	H
15 1/4-pound pails.....	8 1/4	8 1/4	4 1/4
25 -pound pails.....	8 1/4	8 1/4	4 1/4
100 -pound kegs.....	8	8 1/4	4

Net prices per pound

Subject to market fluctuations
Pails packed in 100-pound cases

276. 74 74 100
4. 30 100
17. 60 100

YELLOW OCHRE

Ground in Oil



231 187 54

	F	A	H
12 1/4-pound pails.....	8 1/4	8 1/4	4 1/4
25 -pound pails.....	8	8 1/4	4 1/4
100 -pound kegs.....	7 1/4	8	4

Net prices per pound

Subject to market fluctuations
Pails packed in 100-pound cases

276. 74 74 100
4. 30 100
17. 60 100

ENGLISH VENETIAN RED

Ground in Oil



191 121

	F	H
12 1/4-pound pails.....	8 1/4	4 1/4
25 -pound pails.....	8	4 1/4
100 -pound kegs.....	5	4 1/4

Net prices per pound

Subject to market fluctuations
Pails packed in 100-pound cases

276. 74 74 100
4. 30 100
17. 60 100

METALLIC BROWN

Ground in Oil

For use on metal or wooden surfaces



1-pound cans..... 24

Trade discount 10 per cent

24 10

RED LEAD

Ground in Oil

For Plumbing and Painting Uses

1 and 2-pound cans..... 12

Trade discount 10 per cent

12 10

190 ENGLISH PATENT DRIER

An ideal drier for use in drying Whites. Owing to its peculiar character, it does not interfere with the elasticity of the liquids, as it does not act as a thinner like liquid driers, there should be a demand for this product among practical painters.

12 1/4-lb. Pails	25-lb. Pails
16 1/4	15

Trade discount 15 per cent

15 15

GRAPHITE—BLACK LEAD

Ground in Oil

32 53

53

MACHINE PAINT AND FILLER

S-W Machine Paint is more thoroughly mixed and more finely ground than any other and has greatest covering capacity. It is made on exact formulas and is always uniform. Owing to the high-grade liquids in which it is ground, it has splendid drying qualities. Made in steel color (five shades), and Red.

S-W Machine Filler for filling in iron and steel where a smooth surface is desired. Uniform in working and drying qualities. Does not dry out porous, sand dusty, chip off in handling, or blister when subjected to high temperature.

	26-lb. pails per lb.
Machine Paint, Shades, A, B, C, D, E...	5 1/4
Machine Paint, Red.....	0
Machine Filler, Dark.....	0 1/4

Trade discount, 2.0% per cent
(3/4 barrels furnished on special orders)
10

SCHOOLBOARD SLATING

Prepared Ready for the Brush

A paint for making and renewing schoolboards. Three or four coats on wood give a good writing surface. One or two coats over old and worn boards make them like new.

	1/2 Pts.	Pts.	Qts.	Gals.
Black.....	85	60	1 00	2 80

Trade discount, 1.0% per cent
Half pails, four dozen in case
Pails, two dozen in case
Quarts, two dozen in case
Gallons, half dozen in case
(Dark green can also be supplied on demand)
15

HARMLESS SHEEP MARKING LIQUID

Prepared Ready for Use

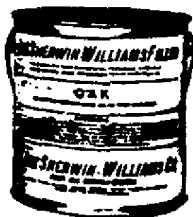


STAYS IN WITH THE WEATHER
COMES OUT IN THE SCOURING

A marking liquid that remains permanent on the sheep's back, yet washes out clean in the scouring process or with hot water and soda. Does not injure the fleece. Increases the selling value of every fleece from one-quarter to one cent per pound over and above the price that is obtained where a tar paint, or "dope" inks that do not scour out, are employed.

	Gals.	5 Gals.	Bbls.
Black and Red.....	1 00	95	90

Trade discount, 2.5% per cent
Gallons, half dozen in case
(Can also be furnished in Blue and Green)
15



PASTE FILLER

For filling all open-grained hardwoods.

	1, 2 & 5-lb. cans	12 1/2-lb. pails	25-lb. pails	100-lb. bags
Antique Oak.....	16	14	12	10
Golden Oak.....				
Oak.....				
Red Oak.....				
Mahogany.....				
Transparent.....				
Walnut.....				

Trade discount, 1.0% per cent
15

FLAT BRICK RED (33)

For use on old and new brick walls, to imitate the color of pressed brick or terra-cotta work. Not regularly carried in stock, but shade listed or any special colors of red or buff will be furnished on orders where quantity demanded will justify special grinding.

	5-lb. cans	12 1/2-lb. pails	25-lb. pails
Red.....	10	9 1/4	9

Net prices per pound

PASTE COLORED PAINT



1



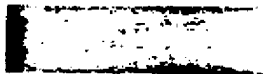
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6



7



9



10



11



12



13



16



17



19



21



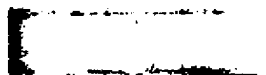
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30



33



34



35



37



38



40



41



42



43



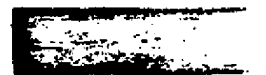
44



45



46



47



48



60



61



French Crown Green, M.

58

PASTE COLORED PAINT

	12 1/2 lb.	25 lb.
White, and 32 choice colors	8 1/2	8 1/4
Net prices per pound	9	8 3/4

12 1/2 put up in 50-pound cases
25s put up in 100-pound cases

(Larger packages will be furnished to order when quantity required will justify special grinding.)

1/2 ° 75 jobs

For the outside of buildings. A line of thirty-two colors, and white, ground in strictly pure linseed oil. Thoroughly mixed and finely ground. When properly thinned with pure raw linseed oil and the necessary driers, will cover more surface and outwear a paint made from lead alone. The use of Paste Colored Paint is especially desirable where surfaces are subjected to sulphurous vapors.



	1, 2 & 5 lbs.	12 1/2 lb.	25 lb.
Sherwin-Williams Green Seal	2 1/2	2 1/2	2 1/2
French Zinc	2 1/2	2 1/2	2 1/2
Sherwin-Williams Red Seal	2 1/2	2 1/2	2 1/2
French Zinc	2 1/2	2 1/2	2 1/2
Green Seal, French Process	2 1/2	2 1/2	2 1/2
White Zinc	2 1/2	2 1/2	2 1/2
Red Seal, French Process	2 1/2	2 1/2	2 1/2
White Zinc	2 1/2	2 1/2	2 1/2

Net prices per pound

Subject to market fluctuations

100-pound cases assorted contain thirty 1s, twenty 2s, and six 5s
12 1/2s and 25s put up in black tins in 100-pound cases

1/2 ° 75 jobs

WHITE ZINC IN OIL



1 and 5-pound cans	22
12 1/2-pound pails	21 1/2
25-pound pails	21

Net prices per pound

20%

FRENCH ZINC IN VARNISH

(CHINA GLOSS)

(24)



GRAPHITE PIPE JOINT AND GASKET COMPOUND

Ground in Oil

1-lb. Cans	5-lb. Cans	12 1/2-lb. Pails	25-lb. Pails
24	22	19	18

Trade discount.....per cent

20-15

Makes a perfectly tight joint with less labor and cost than red lead or other materials, and in addition allows the various fittings on which it has been used to be uncoupled with very little labor and without loss or breakage, characteristic of red lead, cement or rust-set joints. Does not waste through growing hard in the package like red lead and other similar materials.





SHERWIN-WILLIAMS ODP WHITE LEAD

ODP White Lead in Oil is one of the most thoroughly attractive propositions ever offered to the paint trade and general public at large. ODP Lead is soft in the package and easy to work up, yet it preserves a covering capacity and wearing consistency which is unexcelled. It is pure—absolutely.

ODP is of the same high quality which is found in every other Sherwin-Williams product, whether it be a paint, varnish, stain or enamel. The Sherwin-Williams line is recognized the world over as being the best possible goods for the particular purpose for which they are intended.

ODP White Lead is put up in strong steel kegs. These kegs protect the lead much better than the old-fashioned wooden packages, as the steel keeps out moisture and air and does not absorb the oil. The lead is always fresh and in as good condition as when it left the mill. When empty, the steel packages are easily cleaned and may be put to a hundred different uses in the paint-shop or around the house. ODP is the best lead it is possible to make, and it is put up in the best packages obtainable.

This guarantee appears on every package:

This package is warranted to contain nothing but Strictly Pure White Lead, ground in Strictly Pure Linseed Oil, and we will pay one ounce of gold for every ounce of adulteration that it may be found to contain.

	per pound
300 and 500-pound casks.....	
100-pound steel kegs.....	
25 and 50-pound steel kegs.....	
12 1/2-pound steel kegs.....	
1, 2 and 5-pound tins.....	

In lots of 500 pounds or more, a discount of 1/2 cent per pound is allowed on each size.

Prices are subject to change without notice.

Terms: 60 days or 2 per cent discount for cash if paid within 15 days of invoice.



AMERICAN WHITE

Ground in Oil *8*

All 1s	All 2s	All 5s	Assorted
<i>4 1/4</i>	<i>6 1/2</i>	<i>10 3/4</i>	<i>12</i>
100-pound cases assorted contain thirty 1s, twenty 2s, six 5s			
Net prices per pound			

COMBINATION WHITES

Ground in Oil

	12 1/2 lbs.	25 lbs.	50 lbs.	100-lb. kegs and larger
Standard.....	.....	.....	.....	.....
Kensington.....	.....	.....	.....	.....
Prices subject to market fluctuations				

DISTEMPER FRESCO COLORS

Ground in water without size. In patent sealed glass jars



For walls, ceilings and scenic work. Very finely ground and choice in tone, hence more desirable for use on fine work than colors mixed from dry materials. Glass jars and crocks save waste.

	per jar
Ivory Drop Black.....	14
Lamp Black.....	15
Bremen Blue.....	75
Cobalt Blue.....	50
Prussian Blue.....	30
Ultramarine Blue.....	30
Raw and Burnt Turkey Umber.....	14
Raw and Burnt Italian Sienna.....	14
Vandyke Brown.....	14
Black Walnut Stippling.....	13
French Crown Green, M.....	25
Emerald Green.....	36
Chrome Green, L., M. and D.....	24
Ultramarine Green.....	50
French Carmine.....	3 00
English Vermilion, L. and D.....	1 25
Rose Pink.....	20
Dutch Pink.....	16
Indian Red.....	16
Venetian Red.....	14
Turkey Red.....	50
Orange Mineral.....	36
Red Lead.....	28
Naples Yellow.....	90
Chrome Yellow, L. M. O. and D. O.....	24
Golden Ochre.....	16
Yellow Ochre.....	12
Cremnitz White.....	25
Carmine Lake.....	70
Crimson Lake.....	50
Maroon Lake.....	45
Rose Lake.....	40
Red Lake.....	40
Scarlet Lake.....	1 50
Solferino Lake.....	1 00
Yellow Lake.....	1 00
Florentine Lake.....	65

Trade discount.....per cent

Jars are all uniform in size (capacity about 5½ fluid ounces), but, when filled, vary in weight according to the gravity of the color.

Also put up in large crocks, net weight, at special price per pound.

DISTEMPER FRESCO COLORS

Ground in water without size. In patent sealed glass jars



For walls, ceilings and scenic work. Very finely ground and choice in tone, hence more desirable for use on fine work than colors mixed from dry materials. Glass jars and crocks save waste.

		per jar
Ivory Drop Black.....	262	14
Lamp Black.....	297	15
Bremen Blue.....	289	75
Cobalt Blue.....	269	50
Prussian Blue.....	268	30
Ultramarine Blue.....	267	30
Raw and Burnt Turkey Umber.....	264-265	14
Raw and Burnt Italian Sienna.....	272-273	14
Vandyke Brown.....	263	14
Black Walnut Stippling.....	266	13
French Crown Green, M.....	279	25
Emerald Green.....	280	36
Chrome Green, L., M. and D.....	282-L.M.-D	24
Ultramarine Green.....	296	50
French Carmine.....	378	3 00
English Vermilion, L. and D.....	290-L.-D	1 25
Rose Pink.....	364	20
Dutch Pink.....	274	16
Indian Red.....	270	16
Venetian Red.....	271	14
Turkey Red.....	275	50
Orange Mineral.....	291	36
Red Lead.....	292	28
Naples Yellow.....	287	90
Chrome Yellow, L. M. O. and D. O.....	283	24
Golden Ochre.....	285	16
Yellow Ochre.....	284	12
Cremnitz White.....	261	25
Carmine Lake.....	277	70
Crimson Lake.....	278	50
Maroon Lake.....	286	45
Rose Lake.....	293	40
Red Lake.....	298	40
Scarlet Lake.....	295	1 50
Solferino Lake.....	276	1 00
Yellow Lake.....	294	1 00
Florentine Lake.....	262	65

Trade discount... 15 per cent

Jars are all uniform in size (capacity about 6 1/4 fluid ounces), but, when filled, vary in weight according to the gravity of the color.

Also put up in large crocks, net weight, at special price per pound.

S-W DECOTINT WALL FINISH

Ready for use when mixed with cold water



Decotint Wall Finish being manufactured in dry powder form from carefully selected materials, is so compounded that it requires only mixing with cold water to be ready for instant use.

The goods are sanitary, absolutely non-poisonous and contain no alkali, acid or anything which may be injurious to the health. They possess splendid covering capacity (one pound covers from 60 to 100 square feet, according to the nature of the surface to be coated), and cover well with one coat. Should it be necessary to apply a second coat, this can be safely done as soon as the first coat has become

thoroughly dry.

For colors and more complete information, see color-card.

Tints, No. 1 to 16	5-lb. pkgs.	100-lb. bags	bbis.
White	11	8 1/2	8
	10	7 1/2	7

Prices per pound

Trade discount.....per cent

S-W DECOTINT WALL COLORS

Ready for use when mixed with cold water

Twelve attractive colors

Decotint Wall Colors are carefully prepared from selected materials in exactly the same manner as Decotint Wall Finish, and are intended for use in connection with same. They can be used either pure or else as tinting colors for mixing with Decotint Wall Finish, listed above. They can also be intermixed to produce other deep colors which mix readily with cold water.

For colors and more complete information, see color-card.

	280 320-lb. bbis.	100-lb. bags	25-lb. boxes	5-lb. pkgs.	2-1/2-lb. pkgs.
No. 20	11c	12c	13c	14c	15c
No. 21	25	26	27	28	29
No. 22	17	18	19	20	21
No. 23	11	12	13	14	15
No. 24	39	40	41	42	43
No. 25	39	40	41	42	43
No. 26	35	36	37	38	39
No. 27	25	26	27	28	29
No. 28	25	26	27	28	29
No. 29	25	26	27	28	29
No. 30	25	26	27	28	29
No. 31	39	40	41	42	43

Prices per pound

Trade discount.....per cent

S-W PERMENTO

Cold-water paint for outside use



Permento is designed especially for use on the exterior of buildings, air-shafts, fences, sawmills and other similar structures. Owing to its great disinfecting qualities, it is an ideal coating for cattle barns, pens, chicken-coops, etc.

Five pounds of Permento, when mixed with cold water to the proper consistency, will make one gallon of paint which will cover about 200 square feet of an average surface.

For colors and more complete information, see color-card.

	5-lb. pkgs.	30-lb. bags	100-lb. bags	200-lb. bags	400-lb. bags
White	12	11 1/4	10 1/4	9 1/4	9
Color Nos.					
2, 3, 4, 5, 6, 7, 9, 10, 11, 12, 13, 15, 17, 18, 19, 20, 21	13 1/4	12 1/4	12	11 1/4	10 1/4
1, 8, 14, 22	14 1/4	13 1/4	12 1/4	12	11 1/4
16	15 1/4	15	14 1/4	13 1/4	12 1/4
Black	16 1/4	15 1/4	15	14 1/4	13 1/4
23	18 1/4	17 1/4	17	16 1/4	15 1/4

Prices per pound

Trade discount.....per cent

S-W KALSO

Hot-Water Kalsomine



Kalso is used for all kinds of interior coating, tinting and decorating where a superior kalsomine is wanted. Manufactured in the form of a dry powder from carefully selected whiting and glue, and requires only to be mixed with boiling water. It contains no poisonous or harmful ingredients.

Kalso can be applied to any clean surface, such as plaster, sand finish, bricks, stone, wood, paper, bur-lap, etc., and gives perfect satisfaction if directions are carefully followed. Covers well with one coat, can be recoated when necessary, and can easily be washed off when required. It works easily, spreads

well, and will not peel or rub off.

For colors and more complete information, see color-card.

Tints, Nos. 70 to 81	5-lb. pkgs.	100-lb. bags	bbis.
White	9	7 1/4	7
	8	6 1/4	6

Prices per pound

Trade discount.....per cent

*Discounts given below are for Newark only.
All other dimensions use 40%*

S-W DECOTINT WALL FINISH

Ready for use when mixed with cold water



Decotint Wall Finish being manufactured in dry powder form from carefully selected materials, is so compounded that it requires only mixing with cold water to be ready for instant use.

The goods are sanitary, absolutely non-poisonous and contain no alkali, acid or anything which may be injurious to the health. They possess splendid covering capacity (one pound covers from 60 to 100 square feet, according to the nature of the surface to be coated), and cover well with one coat. Should it be necessary to apply a second coat, this can be safely done as soon as the first coat has become thoroughly dry.

For colors and more complete information, see color-card.

	5-lb. pkgs.	100-lb. kegs	Bbls
Tints, Nos. 1 to 16...	11	8½	8
White.....	10	7½	7

Prices per pound

Trade discount 50% per cent

100 to 500 - 50-10
500 - 1000 - 50-10-5
1000 - 5000 - 50-10-10

S-W DECOTINT WALL COLORS

Ready for use when mixed with cold water

Twelve attractive colors

Decotint Wall Colors are carefully prepared from selected materials in exactly the same manner as Decotint Wall Finish and are intended for use in connection with same. They can be used either pure or else as tinting colors for mixing with Decotint Wall Finish, listed above. They can also be intermixed to produce other deep colors which mix readily with cold water.

For colors and more complete information, see color-card.

	3½ & 5-lb. pkgs.	25-lb. boxes	50-lb. kegs	100-lb. kegs	250-lb. Bbls.
No. 20.....	34	23	22	21	20
No. 21.....	35	25	24	23	22
No. 22.....	34	23	22	21	20
No. 23.....	30	19	18	17	16
No. 24.....	32	21	20	19	18
No. 25.....	34	23	22	21	20
No. 26.....	34	23	22	21	20
No. 27.....	32	21	20	19	18
No. 28.....	34	23	22	21	20
No. 29.....	34	23	22	21	20
No. 30.....	34	23	22	21	20
No. 31.....	31	20	19	18	17

Prices per pound

Trade discount 50% per cent

100 to 500 - 50-10
500 - 1000 - 50-10-5
1000 - 5000 - 50-10-10

S-W PERMENTO

Cold-water paint for outside use



Permento is designed especially for use on the exterior of buildings, air-shafts, fences, sawmills and other similar structures. Owing to its great disinfecting qualities it is an ideal coating for cattle barns, pens, chicken-coops, etc.

Five pounds of Permento, when mixed with cold water to the proper consistency, will make one gallon of paint which will cover about 200 square feet of an average surface.

For colors and more complete information, see color-card.

	5-lb. pkgs.	50-lb. boxes	100-lb. kegs	200-lb. kegs	400-lb. Bbls.
White.....	12	11½	10½	9½	9
Color Nos.					
2, 3, 4, 5, 6, 7, 9,	13½	12½	12	11½	10½
10, 11, 12, 13, 15,	13½	12½	12	11½	10½
17, 18, 19, 20, 21,	14½	13½	12½	12	11½
1, 8, 14, 22.....	15½	14½	13½	12½	11½
16.....	16½	15½	14½	13½	12½
Black.....	16½	15½	14½	13½	12½
23.....	18½	17½	16½	15½	14½

Prices per pound

Trade discount 50% per cent

100 to 500 - 50-10
500 - 1000 - 50-10-5
1000 - 5000 - 50-10-10

S-W KALSO

Hot-Water Kalsomine



Kalso is used for all kinds of interior coating, tinting and decorating where a superior kalsomine is wanted. Manufactured in the form of a dry powder from carefully selected whitening and glue and requires only to be mixed with boiling water. It contains no poisonous or harmful ingredients.

Kalso can be applied to any clean surface, such as plaster, sand finish, bricks, stone, wood, paper, burlap, etc., and gives perfect satisfaction if directions are carefully followed. Covers well with one coat, can be re-coated when necessary and can easily be washed off when required. It works easily, spreads well, and will

not peel or rub off.

For colors and more complete information, see color-card.

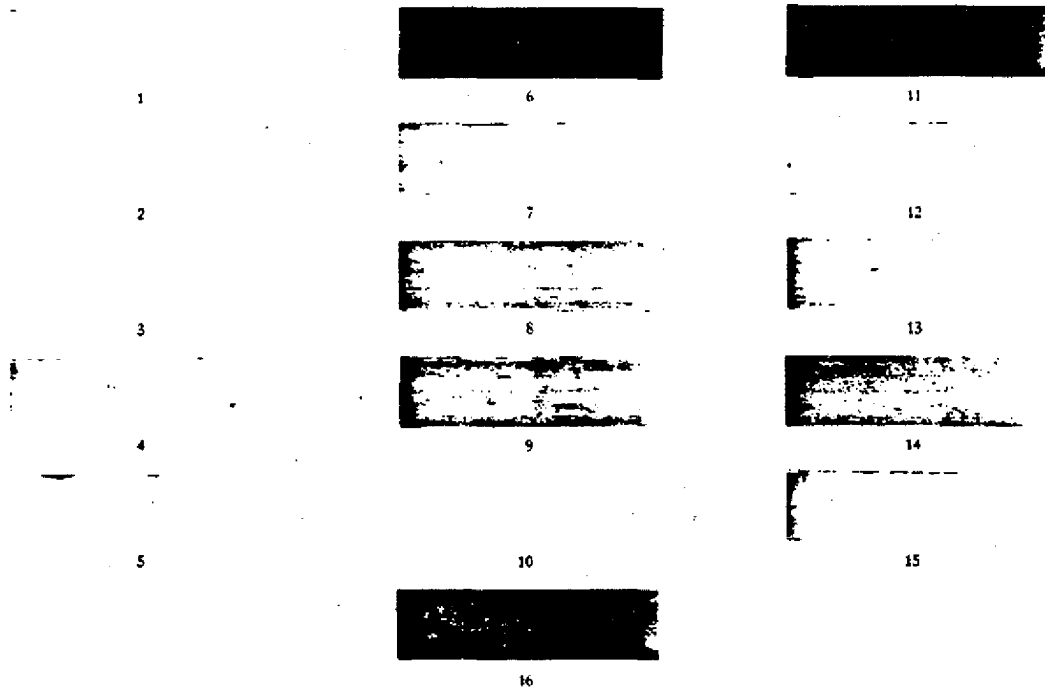
	5-lb. pkgs.	100-lb. kegs	Bbls.
Tints, Nos. 70 to 81....	9	7½	7
White.....	8	6½	6

Prices per pound

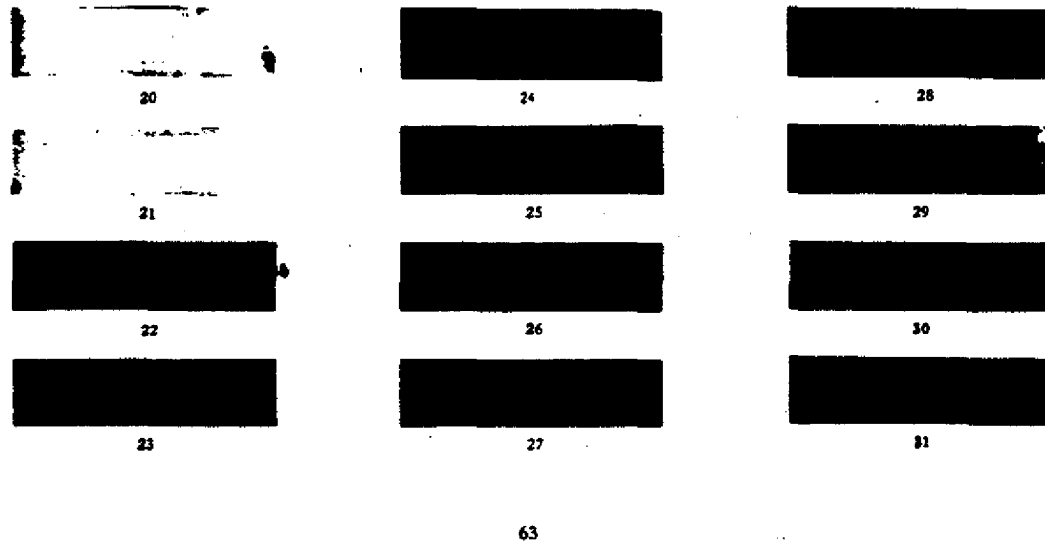
Trade discount 50% per cent

100 - 500 - 50-10
500 - 1000 - 50-10-5
1000 - 5000 - 50-10-10

S-W DECOTINT WALL FINISH



S-W DECOTINT WALL COLORS



S-W PERMENTO



2



3



4



5



6



7



8



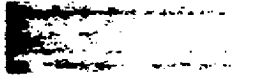
9



11



12



13



14



15



16



17



18



21



22



23



24



25



26



27



28

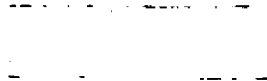
S-W KALSO



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75



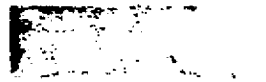
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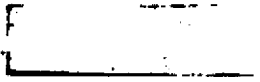
70



71



72



73

QUICK-DRYING COLORS

GROUND IN JAPAN

Abbreviation for Patent Press Cans "PC"

For use as color-coats in the finishing of automobiles, coaches, cars, carriages and other surfaces. Should be applied over suitable under-coatings and varnished over, or may be combined with varnish for making color and varnish coatings. These colors are recognized the world over as the standard of excellence in the finishing of fine vehicles and railway equipment. The peculiarities, the natural tendencies of working and wearing qualities of each individual color are carefully studied, and each is treated in such a way as to bring out its natural good qualities or minimize any inherent defects. They are brilliant in tone, possess best working, drying and flattening qualities, are uniform in color and grade and thoroughly reliable.



The following colors are filled in one-pound cans, also in five-pound press cans, except where other packages are specified:

BLACKS

	per pound
Ivory Drop, XXX	52
Ivory Drop, XX	42
Ivory Drop, X	32
English Coach, A	27
Special	27
Special Lamp Black, 20% only	20
Chemically Refined Lamp Black	27

REDS

American Vermilion, L. and D.	
Astral, L. and D.	
Automobile, L. and D.	
Artec (glaze)	
Brilliant Vermilion, L. and D.	
Carmola, L. and D.	
Carriage Painters'	
Century	
Empress Scarlet	
English Vermilion, L. and D.	8.00
English Rose Pink	
French Carmine No. 40 (glaze)	7.40
French Carmine, L. (glaze)	
Gear	
Hessian, L.	
Indian, L. and D.	
Iroquois, L. and D.	
Mohawk L. and D.	
Orinoco Vermilion, D.	
Royal Durbar, M. and D.	
Royal Durbar, L., No. 72	
Royal (Venetian)	
Spanish Carmine (glaze)	
Special, L. (4578)	
Special, D. (4609)	
Turkey	
Tuscan	
Tuxedo Red, D.	

WINES

Special No. 4209	
Wine Color, D.	
Wine Color, B.	

All quotations on Reds and Wines are subject to market fluctuations and supplies of raw materials.

QUICK-DRYING COLORS—Continued

GROUND IN JAPAN

GROUNDS

	per pound
Astec Red.....	46
Blue, L., No. 31.....	49
Blue, M., No. 72.....	49
Blue, D., No. 57.....	49
Blue Special, No. 18.....	49
Carmine, D.....	59
Carriage Painters' Red, L.....	46
Chatimuc Lake.....	46
Green Light.....	46
Hercules Red, L. and D.....	54
Iroquois Red, D.....	46
Mohawk Red, D.....	46
Red., L. and D.....	48
Red, L., Special.....	46
Vermilion.....	48
Wine.....	44

LAKES

*Carmine, XXX (glaze).....	
Carriage.....	
*Chatimuc (glaze).....	
Claret (glaze).....	
Covering.....	
*English Scarlet, XXX (glaze).....	
*English Rose, XXX (glaze).....	
*English Purple, Deep and Extra Deep, XXX (glaze).....	
*English Crimson, XXX (glaze).....	
Green (glaze).....	
Mauve (glaze).....	
*Munich, XXX (glaze).....	
*Maroon (glaze).....	
Purple (glaze).....	
*Yellow XXX (glaze).....	

Fancy colors marked thus (*) not kept regularly in stock, but will be furnished on request.
All quotations on Lakes are subject to market fluctuations and supplies of raw materials.

GREENS

L - 50	Adams Express.....	50
M - 55	Automobile, L. and D.....	54
D - 58	Brewster, L., M. and D.....	54
	Bronze.....	60
	Cadillac.....	59
	Calla.....	54
	Carriage Part, L. and D.....	54
	Cerro, M.....	54
	Continental.....	55
	English Brewster.....	65
	English Surrey, L. and D.....	54
	Extra Coach, L., M. and D.....	50
	Fern Leaf, L. and M.....	64
	Gear Olive.....	44
	Marshall Field.....	85
	Milori, L., M. and D.....	85
	Napier.....	64
	New Merrimac, L. and D.....	44
	Newport, L. and D.....	54
	Nonpareil, L. and D.....	54
	Ohio.....	44
	Olive, L. and M.....	54
	Palmetto, D.....	54
	Peerless, L., M. and D.....	54
	Quaker, L., M. and D.....	54
	Rockaway.....	54
	Royal, L. and D.....	49
	Special, No. 4694.....	50
	Special, No. 4451.....	44
	Trojan, L. and D.....	44
	Victoria.....	60

QUICK-DRYING COLORS—Continued

GROUND IN JAPAN

BLUES

	per pound
Azure.....	51
Chinese.....	1 25
Coach Painters'.....	81
Cobalt (glaze), 1/2s and 1s.....	1 06
Copenhagen.....	96
Ensign, L. and D.....	86
Imperial, L. and D.....	96
Kingsbury.....	86
Limousine.....	96
Prussian, 1/2s.....	96 170
Regal.....	96
Royal.....	86
Sapphire, L. and D.....	96
Ultramarine (glaze), 1/2s, 1s and 5s, PC.....	81
Victoria.....	81
Yale, L. and D.....	61

BROWNS

Antique, L., M. and D.....	60
Bay.....	40
Biege.....	50
Chocolate.....	50
Golden.....	65
Golden Tan.....	40
Hoffman.....	40
Pullman.....	40
Portland Amber.....	40
Quaker.....	40
Raw and Burnt Sienna.....	37
Raw and Burnt Umber.....	35
Seal.....	40
Vandyke.....	44

GRAYS

Arabian Gray.....	56
Armour Gray.....	56
Auto Drab.....	56
Auto Gray, L. and D.....	56
Harrison Gray.....	56
Mercedes Gray.....	56
Silver Gray.....	56
Special Gray, No. 8510.....	56
Taupe.....	56
Torpedo Gray.....	56

WHITES

Flake.....	51
French Zinc.....	46
French Zinc in Varnish.....	51
Hearse.....	46
Ivory.....	51
Silver.....	41
Special Flake.....	51
White Lead.....	31

YELLOWS

Automobile, L., M. and D.....	55
Brilliant, L. and D.....	55
Brimstone, L., M. D. and D. D.....	55
Canary.....	55
Chrome, L., M. O. and D. O.....	55 58
Dutch Pink (glaze), 1s.....	55
French Glaze, 1s.....	80
Gold Imitation.....	55

QUICK-DRYING COLORS—Continued

GROUND IN JAPAN

YELLOWS

	per pound
Golden Ochre.....	35
Jamestown.....	55
Metropolitan Cream.....	55
Naples, 1s.....	1 05
Palo Alto.....	50
Perfect.....	55
Pneumatic.....	55
Primrose.....	50
Straw Color.....	40
Yellow Ochre.....	30

STANDARD EXPRESS LINE AND MAIL COLORS

Adams Express Standard Green.....	50
Adams Express Standard Vermilion, 1s, 5s and 10s, PC.....	60
American Express Standard Blue.....	81
American Express Standard Vermilion, 1s, 5s and 10s, PC.....	60
Armour & Co., Standard Yellow.....	54
Southern Express Standard Green.....	50
Southern Express Standard Vermilion, 1s, 5s and 10s, PC.....	60
Swift & Co., Standard Vermilion, 1s, 5s and 10s, PC.....	60
United States Express Standard Vermilion.....	~~8.00~~ 7.00
United States Express Standard Yellow.....	54
United States Mail Red.....	60
United States Mail Red Ground.....	48
United States Mail White.....	51
United States Mail Blue.....	96
United States Mail Blue Ground.....	55
United States Parcel Post Standard, Coach Green.....	40
United States Parcel Post Standard, Cardinal Red.....	50
Wells Fargo Express Standard Blue.....	81
Wells Fargo Express Standard Vermilion, 1s, 5s and 10s, PC.....	60

Trade discounts—Blacks.....per cent; Colors.....per cent

TUBE COLORS

	per dozen tubes
Automobile Gray, L.....	2 60
Automobile Red, L. and D.....	3 80
Aztec Red (glaze).....	3 80
Azure Blue.....	2 60
Bay Brown.....	2 60
Brimstone Yellow, L., M. D. and D. D.....	2 95
Carriage Painters' Red.....	3 80
Cerro Green, M.....	2 60
Chrome Yellow, L., M. O. and D. O.....	2 95
English Vermilion, L. and D.....	~~6.90~~ 3.75
Extra Coach Green, L., M. and D.....	2 60
Fern Leaf Green, L., M. and D.....	2 60
Flake White.....	2 60
French Carmine, No. 40, ¼-pound tubes, net (glaze).....	23 75
Gold Imitation.....	2 60
Imperial Blue, L. and D.....	2 60
Iroquois Red, L. and D.....	3 80
Ivory White.....	2 60
Mercedes Gray.....	2 60
Milori Green, L., M. and D.....	4 50
Mohawk Red, L. and D.....	2 60
Perfect Yellow.....	2 95
Prussian Blue.....	3 80
Special Flake White for Striping.....	2 60
Striping Black.....	2 60
Striping Red, L., No. 8905.....	4 75
Striping Red, M., No. 8339.....	6 35
Torpedo Gray.....	2 60
Ultramarine Blue (glaze).....	2 60
Vandyke Brown.....	2 60

Trade discount.....per cent

Tube colors are put up in large size collapsible tubes, varying in weight according to the bulk of the color.

No. 40 French Carmine is put up in quarter-pound tubes, net weight.

Only the colors named above are put up in tubes.

PERFECT METHOD SYSTEM (Liquid)

FOR CARRIAGE PAINTING

A scientific system of under-coatings and finishing colors that dries uniformly in the shortest possible time, and that cuts down the number of days and operations required under the old system to paint a vehicle durably, safely, economically and well. It is made for both new and old work. Prepared ready for use and requires no manipulation in the shop. Increases the shop output without increasing operating expenses. Catalogue giving complete information sent upon request.



GEAR PRIMERS

	per gal.
Black, $\frac{1}{4}$ s and 1s.....	2 10
Red, $\frac{1}{4}$ s and 1s.....	2 10

GEAR SURFACERS

Black, $\frac{1}{4}$ s and 1s.....	2 10
Red, $\frac{1}{4}$ s and 1s.....	2 10

GEAR FILLERS

Black, $\frac{1}{4}$ s and 1s.....	2 10
Red, $\frac{1}{4}$ s and 1s.....	2 10
Ebony Black, $\frac{1}{4}$ s and 1s.....	2 60

BODY PRIMERS

Black, $\frac{1}{4}$ s and 1s.....	2 10
Yellow, $\frac{1}{4}$ s and 1s.....	2 10

BODY FILLERS (ROUGH STUFF)

First Coat, $\frac{1}{4}$ s and 1s.....	2 10
Black, $\frac{1}{4}$ s and 1s.....	2 10

Trade discount.....per cent

GLAZING PUTTY (PASTE)

	per pound
Dark, 1s and 5s.....	24
Red, 1s and 5s.....	24
Yellow, 1s and 5s.....	24

Trade discount.....per cent

FREE-FLOWING COLOR VARNISHES

ELASTIC DRYING

For producing finest finishes on automobiles, carriages, etc. Dry to moss in 18 hours. Can be water-rubbed with pumice-stone in 36 to 48 hours.

Put up in quart and 1-gallon varnish cans.

Arabian Gray.....	3 35
Auto Gray, D.....	3 35
Auto Yellow.....	3 15
Brewster Green, L. and D.....	2 40
Cadillac Green.....	2 85
Carmine Maroon.....	
Coach Painters' Blue.....	3 45
Dark Carmine.....	
Dragon Red, L.....	
Dragon Red, D.....	
English Brewster Green.....	2 75
Green, L. and D.....	2 40
Limousine Blue.....	3 15
London Smoke.....	3 55
Mercedes Gray.....	3 35
Meteor Blue.....	3 45
National Red, L.....	
National Red, D.....	

FREE-FLOWING COLOR VARNISHES—Continued

ELASTIC DRYING

Peerless Green.....	2 40
Platinum Gray.....	3 35
Premier Black.....	2 20
Richelieu Blue.....	3 15
Rose Lake.....	
Royal Durbar Red, L.....	
Royal Durbar Red, D.....	
Scarlet Carmine.....	
Superfine Black.....	2 85
Vermilion.....	
Virginia Cream.....	3 35

Trade discount.....per cent

DRY COLORS

The dry colors listed are, with few exceptions, the same as we use in our own high-class manufactures, majority being the product of our dry-color factories, and as such will be found vastly superior in color, tone, strength and fineness to the jobbing grades so frequently offered on the market.

Our line of dry colors should be placed with every agent, as there is a large consumption of material of this character, and our line comprises the very best colors and quality it is possible to produce.

LAMP BLACK

	S-W Chem. Refined	German- town
1-pound Papers.....	21	9
¼-pound Papers.....	23	10½
¼-pound Papers.....	26	12
Assorted Papers (1-pound, ¼-pound, ¼-pound).....	21	10½
Bulk, Barrels (Barrels 25 cents extra).....	10	

IVORY BLACK

	6s	kegs	bbls.
Powdered.....	10	9	8

BLUES

Chemically Pure Chinese.....			
Chemically Pure Milori.....			
Chemically Pure Prussian.....			
No. 1 Prussian.....			
Ultramarine (C. U.).....			

BROWNS

Imported Raw Turkey Umber.....			
Imported Burnt Turkey Umber.....			
Imported Raw Italian Sienna.....			
Imported Burnt Italian Sienna.....			

GREENS

Chemically Pure Chrome, Light.....			
Chemically Pure Chrome, Medium.....			
Chemically Pure Chrome, Dark.....			
Lime-Proof, L., M. and D.....			
French Crown, Extra Light.....			
French Crown, Light.....			
French Crown, Medium.....			
French Crown, Dark.....			
No. 1 Chrome, Light.....			
No. 1 Chrome, Medium.....			
No. 1 Chrome, Dark.....			
No. 5 Chrome, Light.....			
No. 5 Chrome, Medium.....			
No. 5 Chrome, Dark.....			

Prices, subject to market fluctuations, will be furnished on application.

DRY COLORS—Continued

REDS

	6s	kegs	bbls.
Imported English Indian.....			
Imported English Tuscan.....			
Turkey, L.....			
Turkey, D.....			
Genuine English Rose Pink.....			
Non-Fading Red Lake.....			
Premier Non-Fading, L., M. and D.....			
Orinoco Vermilion.....			
Carnelian Vermilion.....			
Euclid Vermilion.....			
American Vermilion, L. and D.....			
Orange Mineral.....			
Red Lead.....			

BERGER'S GENUINE ENGLISH VERMILION

	7 and 15-lb. chamois bags	30 and 50-lb. chamois bags	100 and 500-lb. kegs
Orange.....			
Scarlet.....			
Extra Pale.....			
For printing, lithographing and sundry manufacturing uses.			
Pale.....			
Deep.....			
Extra Deep.....			
Particularly adapted for carriage and general painting purposes.			

YELLOW'S

	6s	kegs	bbls.
Chemically Pure Chrome, L., M. and O.....			
Extra Chrome, L., M. and O.....			
No. 1 Chrome, L., M. and O.....			
No. 5 Chrome, L., M. and O.....			
Genuine Dutch Pink.....			
Golden Ochre.....			
Imported French Ochre.....			
Domestic Ochre.....			

WHITES

<i>Prices Withdrawn</i>			
Strictly Pure White Lead.....	.....	.....	.....
Genuine Green Seal French Zinc.....	15	14	.....
English Cliff Paris White.....	2 1/4	1 1/4	.....
Extra Bolted Gilders Whiting.....	2 1/4	1 1/4	.....
Plaster Paris.....	3 1/4	2 1/4	.....

FILLERS

Reno's Umber.....	3	2	.....
Keystone.....	2 1/4	1 1/4	.....
English.....	2 1/4	1 1/4	.....

METALLIC PAINTS

English Venetian Red.....	2 1/4	1 1/4	.....
Iron Ore Red (Rosie).....	2 1/4	1 1/4	.....
Princes Metallic.....	2 1/4	1 1/4	.....

Prices, subject to market fluctuations, will be furnished on application.



TRADE SALES VARNISHES

REPRESENTATIVES' CONFIDENTIAL PRICE-LIST

MASTER PAINTERS' VARNISH SPECIALTIES

FIRST-COATERS AND LIQUID FILLERS

MISCELLANEOUS VARNISHES

CARRIAGE VARNISHES

DRIERS AND JAPANS

ASPHALTUMS

SHELLACS





Some of our varnish fires. Skilled varnish-makers combine the melted gums and linseed oil at high temperature



Where the varnish is carefully filtered to remove all trace of sediment—a reason why SWV is so clear

SHERWIN-WILLIAMS VARNISHES

THE facilities afforded by the largest system of paint and varnish factories in the world, give us advantages for the manufacture of varnishes that cannot be duplicated in any other plant. We manufacture all the linseed oil we use, and are thus able to control the quality of this all-important ingredient. We use the very finest quality of varnish gums, specially selected for each particular grade of varnish. Our chemical laboratories are complete in every detail, so that we can apply every known test to both raw materials and finished products, and make sure that they are not only of highest quality, but conform to standard in every respect.

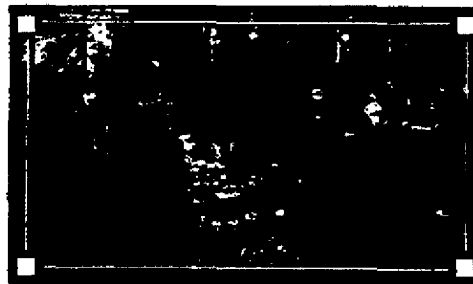
We list on the following pages the most largely used lines of varnish we manufacture. Each is designed to meet a specific requirement. All conditions which surround its use are taken carefully into consideration, and the varnish must demonstrate through practical test that it meets every requirement for the purpose intended, before it is placed on the market. S-W Varnishes can always be depended upon to give satisfactory results. They have long since passed the experimental stage, and the success which has attended their use for many years is sufficient guarantee of their quality.

We also list a very complete line of Driers, Japans, Asphaltums, Shellacs, etc. Each product is the standard of quality for the purpose intended, and has been in use for years with entire satisfaction.

With such a complete and satisfactory line the dealer is in position to handle the varnish business in his locality to the very best advantage.



One of the storage-rooms. This gives an idea of our extensive facilities. SWV is always mature and well-aged



Varnish experts test every batch of SWV before it leaves the factory. SWV is uniform and dependable

SHERWIN-WILLIAMS VARNISHES

The Varnishes listed below represent a concrete and condensed selection of products which will cover every varnish requirement of your trade—not only from the standpoint of quality, but of price as well. Concentrate your efforts on these varnishes—"Your Leaders"—and place them on the shelves of every one of your agents and dealers, and in the hands of your painters.

The following pages describe in detail important data and information on "Your Leaders." This information constitutes valuable sales arguments.

Choose from the "Miscellaneous" list only when absolutely necessary.



THE WATER-PROOF FLOOR VARNISH

Use—Designed especially for Floors, both new and old in residences, hotels, public institutions, office buildings, etc.

Characteristics—Drying. Mar-not dries dust-free in 3 to 4 hours, and well overnight, with necessary gloss. Mar-not can be walked upon the next day.

Water Resistance. Mar-not is absolutely water-proof, positively will not spot white nor mar white. Leaky radiators, rain through open windows, dripping umbrellas, etc., cause no harm whatever to floors finished with Mar-not.

General. Mar-not is pale in color, permitting its use over lightest colored and finest woods such as used in parquet flooring, etc., without discoloration. Mar-not is extremely tough, elastic and durable.

Application—For best results Mar-not should be applied direct to the wood, reducing first coat about 10 per cent with pure turpentine, succeeding coats without reduction. Shellac or Pigment First-Coaters should never be used.

On open-grained woods such as oak, ash, chestnut, etc., use S-W Paste Filler of the desired shade, being careful to clean off thoroughly when the filler has set. Allow filler to dry hard before varnishing. Light and perfect ventilation are necessary to proper drying and hardening of any finish, especially floor varnish. In refinishing old floors, care should be taken to remove all traces of grease and dirt before revarnishing.

HARD DRYING FLOOR

Use—Practically the same as Mar-not but at a less cost, and designed for less expensive work. The quality of Hard Drying Floor is equal to almost any of the high-grade floor varnishes on the market, and superior to many listed at a higher price.

Characteristics—Drying. Hard Drying Floor dries dust-free in 3 to 4 hours and hard enough to be walked upon the next day.

Color. Hard Drying Floor, is pale in color, works easily and possesses splendid covering capacity—is very durable.

Water-proof. Hard Drying Floor, is water-proof, and positively will not spot white.

Application—Hard Drying Floor should be applied direct to the wood. On open-grained woods, such as oak, ash, chestnut, etc., use S-W Paste Filler of the desired shade, being careful to clean off thoroughly when the filler has set.

Allow filler to dry hard before varnishing. Do not use Shellac or Liquid Filler of any kind under Hard Drying Floor. On new floors reduce first coat about 10 per cent with turpentine—succeeding coats full body as it comes from package.

Competitive Products

Hard Drying Floor compares very favorably with the best grades of Floor Varnishes of other manufacture and successfully meets such competition as mentioned in connection with Mar-not (see above), also being lower in price.

NO. 1 FLOOR

Use—Intended for medium and cheap floors where low consistent price is of first importance.

Characteristics—Drying. No. 1 Floor dries dust-free in 3 to 4 hours, hard to recoat in 24 hours and sufficiently hard to walk upon in 36 to 48 hours.

Water-proof. No. 1 Floor is water-proof and will not spot white with water. No. 1 Floor is not quite as heavy in body as Mar-not or Hard Drying Floor.

Application—Do not use Shellac or Liquid Filler underneath No. 1 Floor. Apply as it comes from package—reducing first coat about 10 per cent with turpentine for new work. Succeeding coats full body. On open-grained woods, use S-W Paste Filler of desired shade, cleaning Filler off thoroughly when set, and allow to dry hard before varnishing.

Competitive Products

Few varnish manufacturers list more than one Floor Varnish, so that when Mar-not proves too expensive for certain trade, the Representative need have no hesitancy in selling either Hard Drying Floor or No. 1 Floor as representing the best possible quality for the necessary price.

DURABLE LINOLEUM FINISHING

Use—As the name indicates, this varnish is primarily a Floor Varnish, but especially adapted for use on Linoleum and Oilcloth.

Characteristics—Drying. Dries dust-free in 4 to 5 hours and hard overnight. Is pale in color permitting its use over light-colored linoleum. Durable Linoleum Finishing is easy working, free flowing, very elastic and durable, not tending to check or crack through any ordinary handling to which linoleum is subjected.

Water-proof. Durable Linoleum Finishing is water-proof and will not spot white when continuously washed and scrubbed, even with hot water.

Application—Apply same as any Floor Varnish being sure that the Linoleum is thoroughly cleansed from grease and dirt and is thoroughly dry before varnishing.

Competitive Products

Berry Bros.—Granitum "A"
Chicago—Linoleum Shield
Glidden—Linoleum Varnish
Murphy—Linoleum Varnish
Pratt & Lambert—No. 61 Floor

THE WATER-RESISTING INTERIOR VARNISH

Use—Designed as an elastic water-resisting varnish for all Furniture and Interior Woodwork of the highest grade—tables, bar-tops, bath-rooms, kitchens, etc.

Characteristics—Scar-not dries dust-free in 3 to 4 hours and hard in 48 hours. Will rub and polish easily with a high gloss. Scar-not is pale in color, extremely tough and hard wearing.

Scar-not will not scar nor mar white, neither will it spot white with hot or cold water or hot dishes. Boiling water poured on its surface does not affect Scar-not in the least.

Application—On new work, Scar-not should be thinned with about one-half pint pure turpentine per gallon of varnish for first coat—second and third coats should be applied without thinning. Allow 36 to 48 hours between coats.

On open-grained woods, such as oak, mahogany, etc., use first a coat of S-W Paste Filler of the desired shade, clean off well when filler has set, allowing it to thoroughly dry before varnishing. Previously varnished surfaces should be thoroughly cleaned and sandpapered before revarnishing.

Competitive Products

Valentine—Valspar
Berry Bros.—Luxeberry Wood Finish Interior and Luxeberry Spar
Glidden—M. P. Durable Interior
Murphy—Transparent Wood Finishing
Pratt & Lambert—No. 38 Preservative
Standard—Elastica No. 2

Not as good gloss, does not have as good general appearance.

None of these anywhere near as water-proof.

"THE KING OF ALL SPAR VARNISHES"

Use—Especially adapted for use on boats and any exterior surfaces exposed to water or severe weather.

Characteristics—Drying. Rexpar dries dust-free in 3 to 4 hours and well overnight. Rexpar is pale in color, heavy bodied, brushes and flows out freely.

Water Resistance. Rexpar absolutely will not turn white, even when constantly submerged in fresh or salt water or subjected to boiling water.

Application—The surface to be varnished should be absolutely clean and dry. Shellac or other Primers should never be used under Rexpar. On new work, thin first coat with about one pint of turpentine to one gallon of Rexpar. Apply second and third coats without thinning. Forty-eight hours should be allowed between coats and before submerging.

On open-grained woods, such as oak, ash, chestnut, etc., use a first coat of S-W Paste Filler of the desired shade, being careful to clean off well when the filler has set, and allowing it to dry thoroughly before varnishing. Previously varnished surfaces should be thoroughly cleaned and sandpapered before revarnishing.

Competitive Products

Berry Bros.—Luxeberry Spar
Valentine & Co.—Valspar
Pratt & Lambert—Impermaline

No more water-proof, less gloss and less durability, also polishes much harder.

Neither as elastic, nor water-resisting; not nearly as durable.

"A GOOD OLD-FASHIONED VARNISH"

Use—A Master Painters' varnish for outside and inside use. Its splendid qualities are well known to the trade.

Characteristics—Drying. Kopal dries dust-free in 6 to 8 hours and hard in about 2 days with a high gloss. Kopal is pale in color, also tough, elastic and durable.

Water Resistance. Kopal possesses good water-proofing qualities.

Application—For first-coat work, reduce in the proportion of one-half pint pure turpentine to the gallon of varnish, and for second and third coats, use without reducing. Can be used over shellac or other good first-coaters, although best results will be secured is using Kopal from first to finishing coats.

Competitive Products

Berry Bros.—Luxeberry Wood Finish Exterior
Chicago—Exterior Oak
Glidden—Marine Spar
Murphy—Spar Finish Exterior
Pratt & Lambert—Palest Exterior



Use—For interior use only, where a pale, easy-working, high-grade gloss finish is desired. Excello is a general favorite with the contractor and painter.

Characteristics—*Drying*. Excello dries dust-free in about 6 hours, hard in 24 to 36 hours and can be rubbed dull after 48 hours.

Water Resistance. Excello is not easily affected by moisture. Is very pale in color.

Application—Excello should be used for all coats without thinning, and where desired can be rubbed to a beautiful dull finish, after the last coat has dried 48 hours.

Competitive Products

Berry Bros.—Luxeberry Wood Finish
Glidden—Master Painters' Durable Interior
Murphy—Transparent Wood Finish Interior
Pratt & Lambert—No. 38 Preservative
Standard—Elastica No. 2

PALE FLOWING CABINET

Use—Especially recommended for medium-priced inside housework, designed chiefly for the Master Painter.

Characteristics—Dries dust-free in 3 to 4 hours, hard in 24 hours and can be rubbed to a dull finish in 48 hours.

Application—Use for all coats without reduction as it comes from package.

Competitive Products

Standard—Elastica Preservative
Chicago—Pale Interior Finish
Glidden—Inside Spar
Murphy—Coach Interior B
Pratt & Lambert—Extra No. 1 Coach

PREMO HARD OIL

Use—Recommended for medium-priced work on interiors, where high gloss is desired. A very representative, good quality hard oil.

Characteristics—Premo Hard Oil dries dust-free in 4 to 6 hours, hard overnight, and can be rubbed to a dull finish in 24 to 36 hours if desired.
Pale in color, easy working, brilliant gloss.

Application—Use as it comes from package without reduction.

Competitive Products

Chicago—Hard Oil
Glidden—Light Hard Oil Finish
Murphy—Hard Oil Finish No. 59
Standard—G. P. Hard Oil Finish

INTERIOR COACH

Use—As the name indicates—a high-gloss Coach Varnish for interior use on cheap and medium work.

Characteristics—Dries dust-free in 2 to 3 hours and hard in 24 hours.

Pale in color.

Application—Use as it comes from package.

Competitive Products

Berry Bros.—Inside Coach
Chicago—Special Coach
Glidden—M. P. Special Coach
Pratt & Lambert—Interior Coach

HIGH GLOSS INTERIOR

Use—A low-priced Coach Varnish for cheap interior work.

Characteristics—Dries dust-free in 4 to 6 hours and hard in about 24 hours. High Gloss Interior, is medium pale in color, works easily and dries with a brilliant gloss as the name indicates.

Application—Use as it comes from package.

Competitive Products

Berry Bros.—B Furniture
Chicago—No. 1 Furniture
Murphy—No. 2 Furniture
Pratt & Lambert—No. 2 Furniture
Standard—Standard Furniture

VELVET FINISH No. 1044

Use—Designed as a finishing coat over some other good varnish or shellac, to imitate genuine dull, rubbed work. Velvet Finish No. 1044 produces the dull, velvety effect so much desired at present and is especially effective on interior work of the higher order. Saves both labor and expense as well as time.

Characteristics—Unlike many flat drying varnishes on the market—Velvet Finish No. 1044 is a clear varnish, and carries no pigment. It therefore shows no laps or brush-marks, and is easily applied the same as any other clear varnish.

Drying—Dries dust-free in 6 to 8 hours and hard overnight.

Water Resistance—Velvet Finish No. 1044 is water resisting and will not spot white easily. Pale in color.

Application—Velvet Finish No. 1044 should be applied over a good grade varnish or shellac, since it is intended as a finishing coat, to produce a dull-rubbed effect. Use Velvet Finish No. 1044 as it comes from the package, and shake thoroughly before using. Beautiful Mission effects are secured in using this as a finishing coat (over an intermediate varnish coat) in connection with our Handcraft and Woodcraft Stains.

Competitive Products

Berry Bros.—Dull Gloss Finish
Chicago—Dead-lac
Glidden—Like-a-rub
Murphy—No-gloss
P. & L.—Dulkote
Standard—Flat-tine

MISSION-LAC

Use—Is intended as a first-coater or finishing-coat on surfaces stained in Mission effects, one coat on top of stain producing a finish similar to that obtained with a coat of shellac and a coat of furniture wax.

Characteristics—Light in body and medium in color, works very easily, does not show laps, dries with a shellac-like finish, will withstand washing with water. Will not wash up, scour or bleed any well-made stain. Does not become ropy when standing open.

Application—Can be successfully dipped as well as brushed. Can be thinned with benzine. Dries dust-free in 1 hour, hard in 24 hours.

HARD DRYING SEAT

Use—Intended primarily for church and school furniture and similar work.

Characteristics—Dries dust-free in about 4 hours and hard in about 48 hours with a full lustre.

Can also be rubbed to a dull surface if desired.

As the name indicates this varnish dries hard, and will not soften nor print under heat and pressure.

Application—Apply as it comes from package.

Competitive Products

Berry Bros.—Hard Drying Church Oak
Chicago—Hyperion Finish
Glidden—Cabinet Polishing
Murphy—Best Hard Church Oak
Pratt & Lambert—Church Pew Varnish
Standard—G. P. Seat Varnish

No. 1 COACH

Use—For exterior and interior use.

Characteristics—Dries dust-free in 6 hours and hard in 36 hours. No. 1 Coach is elastic, works easily and dries with a brilliant lustre.

Application—Use as it comes from package.

Competitive Products

Berry Bros.—No. 1 Coach
Chicago—Extra Coach
Glidden—No. 1 Coach
Murphy—Coach Interior B
Pratt & Lambert—No. 1 Coach

PREMO FURNITURE

Use—A good, cheap varnish for interior work.

Characteristics—Dries dust-free in 4 to 6 hours and hard in 24 to 36 hours. Possesses good gloss and is easy working.

Application—Use as it comes from package.

Competitive Products

Berry Bros.—B Furniture
Murphy—No. 2 Furniture
Pratt & Lambert—No. 2 Furniture
Standard—Standard Furniture

FIRST-COATERS AND LIQUID FILLERS

MISSION-LAC

Use—Is intended as a first-coater or finishing-coat on surfaces stained in Mission effects, one coat on top of stain producing a finish similar to that obtained with a coat of shellac and a coat of furniture wax.

Characteristics—Light in body and medium in color, works very easily, does not show laps, dries with a shellac-like finish, will withstand washing with water. Will not wash up, scour or bleed any well-made stain. Does not become ropy when standing open.

Application—Can be successfully dipped as well as brushed. Can be thinned with benzine. Dries dust-free in 1 hour, hard in 24 hours.

SHELLACINE

Use—A specialty for first-coating on interior woodwork—(floors, kitchens and bath-rooms excepted—also any surfaces particularly subject to water or moisture).

Characteristics—Shellacine contains a pigment which does not settle out hard or become gummy in bottom of package. Seals the surface perfectly, thereby preventing absorption.

Application—Use as it comes from package, stirring slightly if package has been standing any time. Shellacine should be only lightly sanded before applying succeeding varnish coats.

Competitive Products

Standard Varnish Co.—Standard Liquid Filler

LIQUID FILLER

Use—Largely used as a substitute for Shellac, on interior woodwork not subjected to water or moisture. Should not be used on floors.

Characteristics—A pigment first-coater. Dries in 24 hours and sands to a perfect finish preparatory for succeeding varnish coats.

Application—Use as it comes from package, stirring slightly first. Sand lightly before applying subsequent varnish coats.

Competitive Products

Berry Bros.—White Granite Filler

Pratt & Lambert—Crystal Liquid Wood Filler

Standard—G. P. Liquid Primer

WALL SIZE

A good sizing coat for wall surfaces preparatory to finishing.

DRIERS AND JAPANS

HERCULES DRIER

Use—For drying oils, paste, wood fillers, paints, etc., and designed for the Master Painter and furniture trade.

Characteristics—Mixes readily with oil, and will not curdle or separate. Heavy bodied and possesses great drying strength. Greatly improves the elasticity of any material to which it may be added as a drier.

DRY-O-NITE

Use—The Master Painters' Drier for general all-around use.

Characteristics—Strong, reliable, economical, uniform. Mixes readily with oil without curdling or separating. Is free from sediment, and will not burn paint or cause surface-drying, as it dries from the inside out.

Application—For average drying weather, Dry-o-nite should be added in proportion of one gallon to 15 gallons linseed oil.

JAPAN DRIER

Use—For general work where a drying agent is required.

Characteristics—Medium in color, possessing good drying strength, very economical and satisfactory.

GOLD SIZE JAPAN

Use—A binder which can be used with delicately colored pigments without injury to them, also to harden rough stuffs, etc.

Characteristics—A superior article, economical, owing to its strength; perfectly safe to use with any mixture, and to facilitate the drying of all under-coats. It is safe and certain.

COACH PAINTERS' JAPAN

Use—Especially prepared for Coach Painters' use in preparation of all under-coatings.

Characteristics—A thoroughly reliable article, uniform at all times, and at a reasonable and popular price.

ASPHALTUMS

FINEST TURPENTINE ASPHALTUM

A strictly pure turpentine asphaltum for best grade work where a good quality asphaltum is necessary.

No. 1 ASPHALTUM

Use—Suitable for rough castings, sheet iron work, etc.

Characteristics—For brush work; one part naphtha to four parts asphaltum, and for dipping, one part naphtha to two parts asphaltum. Dries dust-free in 15 to 20 minutes and hard in 4 to 5 hours. A good, cheap, black paint for castings, etc.—brush or dip. Reduce with benzine for dipping.

PREMO ASPHALTUM

A good, cheap, black paint for castings, etc.—brush or dip. Reduce with benzine for dipping.

CARRIAGE VARNISHES

BODY FINISHING

WHITEST BODY FINISHING

Use—A finishing or final coat for highest grade body finishing work over any and all colors. Use one coat flowed on over Whitest Body Rubbing.

Characteristics—Dries dust-free in 6 to 8 hours and hard in about 3 days. Very pale in color, permitting its use over white, and most delicate shades.

WEARING BODY FINISHING

Use—For finishing coats on best work where extreme durability is required. Use one coat over Extra Pale Body Rubbing.

Characteristics—Dries dust-free in 6 to 8 hours and hard in about 2 days. Pale in color, possessing easy working and flowing qualities.

CARRIAGE BODY FINISHING

Use—Designed particularly for one-coat finishing. Use one coat over Extra Pale Body Rubbing.

Characteristics—Dries dust-free in 8 to 10 hours and hard in about 2 days. As pale in color as Wearing Body Finishing, has excellent body, works and flows very freely under the brush.

GEAR FINISHING

WHITEST GEAR FINISHING

Use—For use over white and delicate colors as a pale gear finishing varnish. Use over color varnish or our Whitest Gear Rubbing.

Characteristics—Dries dust-free in 4 to 5 hours, to handle in 24 hours, and hard in about 2 days. Superfine quality, unsurpassed for color, brilliancy, working, flowing and durability.

ELASTIC GEAR FINISHING

Use—Highest grade all-around gear finishing varnish made.

Characteristics—Dries dust-free in 6 to 8 hours and hard in about 2 days. Not quite as pale in color as Whitest Gear Finishing.

PALE PERFECTION GEAR

Use—For finishing running parts on good grade work over delicate colors.

Characteristics—Dries dust-free in about 6 hours, hard enough to handle in 36 hours and hard in 2 days. Pale in color.

ONE COAT CARRIAGE

Use—A moderately quick drying finishing varnish for general repair work.

Characteristics—Dries dust-free in 6 hours and hard in 48 hours. Is easy working, produces a rich high lustre.

EXTRA PALE EXPRESS COACH

Use—Specially adapted for use on express and delivery-wagon gears.

Characteristics—Dries dust-free in 6 to 8 hours, hard enough to handle in 36 to 40 hours. Pale, durable and elastic, works and flows freely on large surfaces.

HARD DRYING GEAR

Use—The name is thoroughly descriptive.

Characteristics—Dries dust-free in 5 to 6 hours, to handle overnight, and hard in 2 days. Medium pale in color, tough, durable and hard drying.

WAGON COACH

Use—A Finishing Varnish for wagons and repair-work.

Characteristics—Dries dust-free in about 6 to 8 hours, and hard in 2 days. Light in color and very durable.

WHITEST BODY RUBBING

Use—For use on finest grade work over white and delicate colors. Also on darker colors to bring out their full rich tone. Use under Whitest Body Finishing.

Characteristics—Dries dust-free in 6 to 8 hours and hard to rub, without sweating, in 36 to 48 hours. Whitest Body Rubbing is very elastic.

EXTRA PALE BODY RUBBING

Use—A very high-grade Body Rubbing Varnish.

Characteristics—Dries dust-free in 4 to 5 hours and hard to rub in 2 to 3 days without sweating. Extremely pale in color and easy working.

PALE QUICK RUBBING

Use—A rubbing Varnish for quick work.

Characteristics—Dries dust-free in 4 to 5 hours and can be rubbed in 36 to 48 hours without sweating.

QUICK RUBBING

Use—For very quick work, and a splendid general purpose rubbing.

Characteristics—Dries dust-free in 3 to 4 hours and can be rubbed in 24 to 36 hours, still retaining its full measure of elasticity and durability.

GEAR RUBBING

Use—For use on medium and cheaper grade gear work.

Characteristics—Dries dust-free in 4 hours and hard to rub in 2 days. Works freely and flows well

YOUR LEADERS

	Gals.	½ Gal. per Gal.	Qts. per Gal.	Pts. each	½ Pts. each
MAR-NOT—The Water-proof Floor Varnish.....	3 00	3 20	3 35	44	25
Hard Drying Floor.....	2 60	2 80	2 95		
No. 1 Floor.....	2 20	2 40	2 55		
Durable Linoleum Finish.....	3 00	3 20	3 35	44	25
SCAR-NOT—The Water-resisting Varnish for general inside use.....	3 00	3 20	3 35	44	25
REXPAR—The Water-proof Spar Varnish for canoes, boats and general outside use.....	4 75	4 95	5 10	66	36
KOPAL — The best (old-fashioned) all around painters' varnish for general use.....	3 30	3 50	3 65	48	27
EXCELLO.....	2 75	2 95	3 10	41	24
Pale Flowing Cabinet.....	2 15	2 35	2 50	33	20
Premo Hard Oil.....	2 00	2 20	2 35	32	19
Interior Coach.....	1 75	1 95	2 10	28	17
High Gloss Interior.....	1 45				
Velvet Finish No. 1044.....	2 50	2 70	2 85	40	
Mission-lac.....	2 25	2 45	2 60	37	21
Hard Drying Seat.....	3 00	3 20	3 35	44	25
No. 1 Coach.....	2 20	2 40	2 55	34	20
Premo Furniture.....	1 50	1 70	1 85	25	15

FIRST-COATER AND LIQUID FILLERS

The following represent the best sellers in our line of First-Coaters, Liquid Fillers, Driers, Japans, etc. Devote your attention to their sale:

FIRST-COATERS

	Gals.	½ Gal. per Gal.	Qts. per Gal.	Pts. each	½ Pts. each
MISSION-LAC—Designed both as finish- ing coat for Mission Furniture, also as an ideal First-Coater.....	2 25	2 45	2 60	37	21
Shellacine—Description.....	1 00	1 10	1 20		
Liquid Filler.....	1 50	1 60	1 70	25	15
Wall Size.....	1 00				

DRIERS AND JAPANS

	Gals.	½ Gal. per Gal.	Qts. per Gal.	Pts. each	½ Pts. each
Hercules Drier.....	1 80	2 00	2 15	29	
Dry-o-nite (The Master Painters' Drier).....	1 30	1 50	1 65	25	17
Japan Drier.....	1 10	1 30	1 45	22	15
Gold Size Japan.....	3 50	3 70	3 85	53	28
Coach Painters' Japan.....	2 40	2 60	2 75		

ASPHALTUMS

Finest Turpentine Asphaltum.....	2 00	2 20	2 35	31	18
No. 1 Asphaltum.....	1 25	1 45	1 60	25	15
Premo Asphaltum.....	85	1 05	1 20	17	12

SHELLACS

	Qts. Dlrs. Net	Pts.	½ Pts.	¾ Pts. Market
Pure White Shellac.....				
Pure Orange Shellac.....				
White Shellac.....				
Orange Shellac.....				

(Prices subject to change without notice)

CARRIAGE VARNISHES

	Gals.	½ Gal. per Gal.	Qts. per Gal.	Pts. each	½ Pts. each
Whitest Body Finishing.....	6 00	6 20	6 35		
Wearing Body Finishing.....	5 50	5 70	5 85		
Carriage Body Finishing.....	3 50	3 70	3 85		
Whitest Gear Finishing.....	5 25	5 45	5 60		
Elastic Gear Finishing.....	5 00	5 20	5 35		
Pale Perfection Gear.....	4 25	4 45	4 60		
One Coat Carriage (Body or Gear).....	4 25	4 45	4 60	60	
Extra Pale Express Coach.....	3 75	3 95	4 10		
Hard Drying Gear.....	3 00	3 20	3 35		
Wagon Coach.....	2 70	2 90	3 05		
Whitest Body Rubbing.....	5 50	5 70	5 85		
Extra Pale Body Rubbing.....	4 50	4 70	4 85		
Pale Quick Rubbing.....	4 00	4 20	4 35		
Quick Rubbing (Body or Gear).....	3 25	3 45	3 60	47	
Gear Rubbing.....	3 00	3 20	3 35		

MISCELLANEOUS VARNISHES, JAPANS, DRIERS, ETC.

(Select from this list only when absolutely necessary)

	Gals.	½ Gal. per Gal.	Qts. per Gal.	Pts. each	½ Pts. each
Durable Spar.....	4 75	4 95	5 10	66	36
Marine Spar.....	3 25	3 45	3 60		
Federal Building Varnish.....	3 25				
Pale Interior Polishing.....	3 30	3 50			
Transparent Floor.....	2 80	3 00	3 15		
No. 5 Exterior.....	2 70				
Pale Durable Interior.....	2 25	2 45			
No. 5 Interior.....	2 00	2 20			
Lustral Coach.....	1 85				

	Gals.	½ Gal. per Gal.	Qts. per Gal.	Pts. each	½ Pts. each
Durable Wood Finish (Exterior).....	5 00	5 20	5 35		
Durable Wood Finish (Interior).....	4 00	4 20	4 35		
Bar Top Finish.....	3 30	3 50	3 65	48	27
Durable Household.....	3 00	3 20	3 35	44	25
Finest White Damar.....	3 30	3 50	3 65	48	27
No. 1 Damar.....	2 60	2 80	2 95	39	22
Velvet Finish No. 7539.....	3 50		3 70	50	
Hard Oil Finish (Pale).....	2 75	2 95	3 10	41	24
Hard Oil Finish.....	2 50	2 70	2 85	38	22
Premo Coach.....	2 00	2 20	2 35	32	19
Extra Furniture.....	1 90	2 10	2 25	30	18
No. 1 Furniture.....	1 65	1 85	2 00	27	16
Hard Drying Coater.....	2 00	2 20	2 35		
Shellac Coat.....	1 75		2 10	28	
Imperial Coach Japan.....	2 75	2 95	3 10		
Drying Japan.....	2 50	2 70	2 85		
White Liquid Drier.....	1 65	1 85	2 00	28	16
Brown Drier.....	90	1 10	1 25	18	12

Note—On packages larger than one gallon size write Varnish Sales Department for prices.

SHERWIN-WILLIAMS PRODUCTS AND THEIR USES

As an aid to our agents and dealers, we give herewith a list of various classes of work, suggesting such specialties as should best be fitted for the purpose:

For Barns, Roofs, Fences, Outbuildings, Etc.

- S-W Creosote Paint.* Nineteen good shades.
- S-W Roof and Bridge Paint.* Red, Brown, Gray Slate, Black, and Bronze Green.
- S-W Commonwealth Barn Red.* A bright economical Red.
- S-W Commonwealth Barn Gray.* A handsome shade.

For Bath-tubs, Sinks, Etc.

- S-W Bath-tub Enamel.* Stands hot and cold water.

For Buggies, Autos, Boats, or Exposed Work

- S-W Buggy and Auto Paint.* A varnish gloss paint of great durability.

For Buildings, Outside and Inside, also Roofs

- S-W Liquid Primer and Sherwin-Williams Paint, Prepared.* The best and most economical paint that can be made.

For Carriage and Automobile Painting and Repairs

- S-W Quick-Drying Colors.* The best coach colors that can be made.
- S-W Gloss Colors.* Strong covering, colored rubbing varnishes.
- S-W Perfect Match System.* A scientific system of under-coatings.

For Chairs, Tables, Decorating Woodwork, Furniture, Etc.

- S-W Old Dutch Enamel.* The finest enamel made.
- S-W Enamel.* For a high-gloss finish.
- S-W Brighten Up Stain or S-W Floorlac.* For staining and varnishing at one operation.

For Cupboards, Baseboards, Shelving, Etc.

- S-W Family Paint.* A durable oil-paint; easily cleaned.

For Cleaning and Polishing Metals, Etc.

- S-W Bras-Brite.* The reliable liquid polish.

For Finishing Interior Woodwork

- S-W Handcraft Stains.* For finishing modern interior woodwork.
- S-W Golden Oak Stain.* Permanent in color—dries well.
- S-W Woodcraft Stains.* For medium-priced work.
- S-W Oil Stain.* For staining new work at a moderate cost.
- S-W Brighten Up Stain.* For staining and varnishing at one operation.
- S-W Floorlac.* A very durable stain in varnish—is water-proof.
- S-W Enamel.* For a high-gloss, enamel finish.
- S-W Old Dutch Enamel.* Highest quality enamel for interior gloss or flat finishing.
- S-W Scar-not.* The water resisting interior varnish.

For Filling and First-Coating

- S-W Shellac-Coat.* "A better than Shellac" first-coater.
- S-W Shellacine.* A liquid wood filler for first-coating.
- S-W Liquid Filler.* For first-coating on close-grained wood.
- S-W Paste Filler.* For all open-grained hardwoods.

For Finishing Furniture

- S-W Handcraft Stains.* A complete line of artistic finishes.
- S-W Golden Oak Stain.* Permanent in color, easy working.
- S-W Woodcraft Stains.* For medium-priced work.
- S-W Floorlac or S-W Brighten Up Stain.* For staining and varnishing at one operation.

For Floors

- S-W Inside Floor Paint.* For painted finish.
- S-W Porch and Deck Paint.* For painted finish.
- S-W Mar-net.* For varnished finish.
- S-W Floorlac.* For stained finish.
- S-W Brighten Up Stain.* For stained finish.
- S-W Floor Wax.* For waxed finish.
- S-W Dancing Floor Wax.* For dancing floors.
- S-W Crack and Seam Filler.* For filling cracks and seams.
- S-W Wood Crack Filler.* Reliable water putty.
- S-W Polish-ol.* For brightening varnished floors.
- S-W Flaxoap.* A linseed oil soap for general cleaning.
- S-W Graining Preparation.* For graining floors, etc.
- S-W Floorwipe.* Cleans and renews original surface.

For Furniture, Cleaning and Polishing

- S-W Polish-ol.* Renews the original finish.
- S-W Flaxoap.* A pure linseed oil soap.

SHERWIN-WILLIAMS PRODUCTS AND THEIR USES

(Continued)

For Interiors, Walls, Ceilings, Etc.

- S-W Enameloid.* For a high-gloss finish.
- S-W Distemper or Fresco Colors.* Ground in water without size.
- S-W Flat-Tone.* For flat finish on walls and woodwork.
- S-W Flat-Tone Glass Colors.* For the much-desired glazed effect.
- S-W Deco-Paste.* Sanitary, washable, durable.

For Iron and Grille Work

- S-W Flat Black.* For imitating wrought iron finish.

For Live Stock

- S-W Medicinal Linseed Oil.* A splendid laxative for cattle.
- S-W Linseed Oil Meal.* A valuable concentrated feed for cattle, etc.

For Leather Goods, Carriage and Buggy-Tops, Etc.

- S-W Enamel Leather Dressing.* Renews old leather.
- S-W Auto Leather Dressing.* Restores original appearance.

For Machinery, Engines, Castings, Etc.

- S-W Machine Filler.* For producing a smooth surface on iron and steel.
- S-W Machine Paint.* For finishing machinery.

For Metal Surfaces—Protective and Anti-Rust

- S-W Metalastic Nos. 1, 2, 3, 4, 5 and 6.* A specialty for each particular purpose. Only Nos. 2 and 4 regularly carried in stock.
- S-W Perfect Method Red Lead.* Stays in suspension.
- S-W Roof and Bridge Paint.* An economical, protective paint.
- S-W Galvanized Iron Primer.* Prevents peeling of paint coats.

For Paint and Varnish Remover

- S-W Tazite.* Harmless and reliable. Does not injure wood or hands.

For Plumbing, Pipe Joints and Steam Gaskets

- S-W Graphite Pipe Joint and Gasket Compound.* Makes air, steam and water-tight joints that can be unscrewed without breaking pipe.
- S-W Red Lead.* For plumbing and sundry uses.
- S-W American White.* For plumbing and sundry uses.

For Preserving Trees, Crops, Etc.

- S-W Strictly Pure Paris Green.* Sure death to bugs.
- S-W New Process Arsenate of Lead.* A safe and effective spray.
- S-W Dry-Powdered Arsenate of Lead.* Very effective.
- S-W Lime-Sulfur Solution.* For San Jose Scale.

For Porch and Lawn Furniture

- S-W Porch and Lawn Furniture Enamel.* Five popular colors that stand exposure.

For Radiators, Piping, Stoves, Picture-Frames, Etc.

- S-W Aluminum Paint.* For a silver finish.
- S-W Empress Liquid Gold.* Prepared ready for the brush.
- S-W Lustroline Imperial Gold Enamel.* Bronze and liquid separate.
- S-W Liquid Gold.* For radiators and similar surfaces.

For Schoolboards

- S-W Schoolboard Slating.* For finishing or renewing schoolboards.

For Shingles

- S-W Preservative Shingle Stains.* Made with creosote in 22 popular shades.

For Stove-Pipes

- S-W Stove-Pipe and Iron Enamel.* Makes old piping look like new.

For Tinting Purposes

- S-W First Quality Oil Colors.* Finely ground in oil.
- S-W Painters Premium Colors.* Splendid tinting qualities.
- S-W Special Colors.* For decorators' and sign-writers' use.
- S-W Dry Colors.* Fine tone and superior strength.

For Varnishing of All Kinds

- Sherwin-Williams Varnishes.* A special varnish for each particular purpose.

For Wagons and Implements

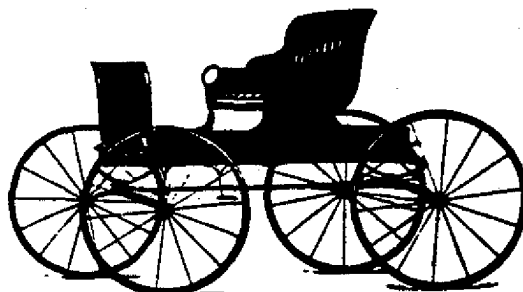
- S-W Wagon and Implement Paint.* Stands the wear and weather.

For Window and Door-Screens

- S-W Screen Enamel.* Black and Green, the two popular shades.

For Window-Blinds

- S-W French Crown Green.* Strong and very permanent.
- S-W Verdelle.* The satisfactory Green.



CARRIAGE VARNISHES

CONDENSED PRICE-LIST

BODY FINISHING

	Gals.	½ Gal. per gal.	Qts. per gal.	Pts. each
Whitest Body Finishing.....	6 00	6 20	6 35	....
Wearing Body Finishing.....	5 50	5 70	5 85	....
Carriage Body Finishing.....	3 50	3 70	3 85	....

GEAR FINISHING

Whitest Gear Finishing.....	5 25	5 45	5 60	....
Elastic Gear Finishing.....	5 00	5 20	5 35	....
Pale Perfection Gear.....	4 25	4 45	4 60	....
One-Coat Carriage (Body or Gear).....	4 25	4 45	4 60	60
Extra Pale Express Coach.....	3 75	3 95	4 10	....
Hard-Drying Gear.....	3 00	3 20	3 35	....
Wagon Coach.....	2 70	2 90	3 05	....

RUBBING

Whitest Body Rubbing.....	5 50	5 70	5 85	....
Extra Pale Body Rubbing.....	4 50	4 70	4 85	....
Pale Quick Rubbing.....	4 00	4 20	4 35	....
Quick Rubbing (Body or Gear).....	3 25	3 45	3 60	47
Gear Rubbing.....	3 00	3 20	3 35	....

Trade discount per cent

(For prices in 5s and barrels, see note page 85)

MASTER PAINTERS' VARNISH SPECIALTIES

		Gals.	½ Gals. per gal.	Qts. per gal.	Pts. each	½ Pts. each
 DURABLE SPAR For severe exposure.....	C.C.	4 75	4 95	5 10	66	36
Marine Spar.....	C.F.F.Z.	3 25	3 45	3 60	.....	.....
 COPA The "Popular" varnish for general use.....	C.F.	3 30	3 50	3 65	48	27
Federal Building.....		3 25				
Pale Interior Polishing.....	C.F.H.H.	3 30	3 50			
 EXCELSIOR For interior work.....	C.Z.	2 75	2 95	3 10	41	24
 MAR-NOT A durable, waterproof floor varnish.....	C.F.	3 00	3 20	3 35	44	25
Transparent Floor.....	C.Z.F.	2 80	3 00	3 15	.....	.....
Hard-Drying Floor.....	C.F.F.	2 60	2 80	2 95	.....	.....
No. 5 Floor.....	C.F.F.	2 20	2 40	2 55	.....	.....
Hard-Drying Seat. For church and school furniture work.....		3 00	3 20	3 35	44	25
No. 5 Exterior.....	C.F.F.	2 70			.....	.....
Pale Durable Interior.....	C.F.F.	2 25	2 45		.....	.....
Pale Flowing Cabinet. For interior finishing.....	C.F.F.	2 15	2 35	2 50	33	20
No. 5 Interior.....	C.F.F.	2 00	2 20		.....	.....
Lustral Coach.....	C.F.F.	1 85			.....	.....
Interior Coach. A transparent gloss varnish.....	C.F.F.	1 75	1 95	2 10	28	17
High Gloss Interior.....	C.F.F.	1 45			.....	.....

Trade discount $\frac{1}{2}$ per cent

MISCELLANEOUS VARNISHES

		Gals.	½ Gals. per gal.	Qts. per gal.	Pts. each	½ Pts. each
Durable Wood Finish (Exterior).....	C.F.F.	5 00	5 20	5 35	.....	.....
Durable Wood Finish (Interior).....	C.F.F.	4 00	4 20	4 35	.....	.....
Bar-Top Finish.....	C.F.F.	3 30	3 50	3 65	48	27
Durable Household.....	C.F.F.	3 00	3 20	3 35	44	25
Finest White Damar.....	C.F.F.	3 30	3 50	3 65	48	27
No. 1 Damar.....	C.F.F.	2 60	2 80	2 95	39	22
Durable Linoleum Finishing.....	C.F.F.	3 00	3 20	3 35	44	25
Velvet Finish (Flat Drying).....	C.F.F.	3 50		3 70	50	.....
Velvet Finish, No. 1044 (Flat Drying).....	C.F.F.	2 50	2 70	2 85	40	.....
Hard Oil Finish, Pale.....	C.F.F.	2 75	2 95	3 10	41	24
Hard Oil Finish.....	C.F.F.	2 50	2 70	2 85	38	22
Premo Hard Oil.....	C.F.F.	2 00	2 20	2 35	32	19
No. 1 Coach.....	C.F.F.	2 20	2 40	2 55	34	20
Premo Coach.....	C.F.F.	2 00	2 20	2 35	32	19
Extra Furniture.....	C.F.F.	1 90	2 10	2 25	30	18
No. 1 Furniture.....	C.F.F.	1 65	1 85	2 00	27	16
Premo Furniture.....	C.F.F.	1 50	1 70	1 85	25	15

Trade discount $\frac{1}{2}$ per cent

(For prices in 5s and barrels, see note page 85)

ADVANCE INSHELLAC PRICES

Effective January 8th, 1916.

The following prices take the place of those sent you recently. Kindly destroy that insert and enter this one in your price list:

CONSUMERS' NET PRICES
TO LARGE PAINTING AND CONTRACTOR TRADE

			<u>Bbls.</u>	<u>56</u>	<u>16</u>
Pure White Shellac Rx	01027, cut	5 $\frac{1}{2}$ "	1.55	1.60	1.70
Pure Orange "	01020	4 $\frac{1}{2}$ "	1.45	1.50	1.60
Pure White "	01015	4 $\frac{1}{2}$ "	1.40	1.45	1.55
#1 Orange Shellac	01022	4 $\frac{1}{2}$ "	1.35	1.40	1.50

Please understand that the above prices are net and not subject to any discount.

TRADE SALES BUSINESS

			<u>Gals.</u>	<u>Qts.</u>	<u>Pts.</u>	<u>$\frac{1}{2}$Pts.</u>	<u>$\frac{1}{4}$Pt</u>
Pure White Shellac Rx	01015, cut	4 $\frac{1}{2}$ "	2.00	2.25	2.50	2.75	3.10
Pure Orange "	01012	3 $\frac{1}{2}$ "	1.90	2.20	2.45	2.70	3.05
#1 White "	01017	4 $\frac{1}{2}$ "	1.90	2.15	2.40	2.65	3.00
#1 Orange "	01012	4 $\frac{1}{2}$ "	1.85	2.10	2.35	2.60	2.95

For ordinary trade in small quantities the above prices should apply, but where necessary, you can allow a discount of 10% and in extreme cases, a discount of 15%. This applies only to Trade Sales Business.

O.A.H. 1-6-16.

VARNISH TRADE NET PRICES

FOR REPRESENTATIVES' CONFIDENTIAL USE

YOUR LEADERS

	Gals.	per Gal.	Qts.	Pts.	1/4 Pts.
MAR-NOT—The Water-proof Floor Varnish	2.00	2.13	2.23	29	17
Hard Drying Floor	1.73	1.87	1.97		
No. 1 Floor	1.47	1.60	1.70		
Durable Linoleum Finish	2.00	2.13	2.23	29	17
SCAR-NOT—The Water-resisting Varnish for general inside use	2.00	2.13	2.23	29	17
REXPAR—The Water-proof Spar Varnish for canoes, boats and general outside use	3.17	3.30	3.40	44	24
KOPAL—The best (old-fashioned) all around painters' varnish for general use	2.20	2.33	2.43	32	18
EXCELLO	1.83	1.97	2.07	27	16
Pale Flowing Cabinet	1.43	1.57	1.67	22	13
Premo Hard Oil	1.33	1.47	1.57	21	13
Interior Coach	1.17	1.30	1.40	19	11
High Gloss Interior	.97				
Velvet Finish No. 1044	1.67	1.80	1.90	27	
Mission-lac	1.50	1.63	1.73	25	14
Hard Drying Seat	2.00	2.13	2.23	29	17
No. 1 Coach	1.47	1.60	1.70	23	13
Premo Furniture	1.00	1.13	1.23	17	10

FIRST-COATER AND LIQUID FILLERS

The following represent the best sellers in our line of First-Coaters, Liquid Fillers, Driers, Japans, etc. Devote your attention to their sale:

FIRST-COATERS

	Gals.	per Gal.	Qts.	Pts.	1/4 Pts.
MISSION-LAC—Designed both as finishing coat for Mission Furniture, also as an ideal First-Coater	1.50	1.63	1.73	25	14
Shellacine—Description	.67	.73	.80		
Liquid Filler	1.00	1.07	1.13	17	10
Wall Size	.67				

DRIERS AND JAPANS

	Gals.	per Gal.	Qts.	Pts.	1/4 Pts.
Hercules Drier	1.20	1.33	1.43	19	
Dry-o-nite (The Master Painters' Drier)	.87	1.00	1.10	17	11
Japan Drier	.73	.87	.97	15	10
Gold Size Japan	2.33	2.47	2.57	35	19
Coach Painters' Japan	1.60	1.73	1.83		

ASPHALTUMS

	Gals.	per Gal.	Qts.	Pts.	1/4 Pts.
Finest Turpentine Asphaltum	1.33	1.47	1.57	21	12
No. 1 Asphaltum	.83	.97	1.07	17	10
Premo Asphaltum	.57	.70	.80	11	08

SHELLACS

	Qts.	Pts.	1/4 Pts.	1/4 Pts.
Pure White Shellac				Market
Pure Orange Shellac				Market
White Shellac				Market
Orange Shellac				Market

VARNISH TRADE NET PRICES

FOR REPRESENTATIVES' CONFIDENTIAL USE

CARRIAGE VARNISHES—BODY FINISHING

	Gals.	1/2 Gals. per gal.	Qts. per gal.	Pt. cans each
Whitest Body Finishing	4 00	4 13	4 23	
Wearing Body Finishing	3 07	3 80	3 90	
Carriage Body Finishing	2 33	3 47	2 57	

CARRIAGE VARNISHES—GEAR FINISHING

	Gals.	1/2 Gals. per gal.	Qts. per gal.	Pt. cans each
Whitest Gear Finishing	3 50	3 63	3 73	
Elastic Gear Finishing	3 83	3 47	3 57	
Pale Perfection Gear	2 83	2 87	3 07	
One Coat Carriage (Body or Gear)	2 33	2 97	3 07	40
Extra Pale Express Coach	2 50	2 63	2 73	
Hard-Drying Gear	2 00	2 13	2 23	
Wagon Coach	1 80	1 93	2 03	

CARRIAGE VARNISHES—RUBBING

	Gals.	1/2 Gals. per gal.	Qts. per gal.	Pt. cans each
Whitest Body Rubbing	3 67	3 80	3 80	
Extra Pale Body Rubbing	2 00	3 15	3 23	
Pale Quick Rubbing	2 97	2 50	2 50	
Quick Rubbing (Body or Gear)	2 17	2 30	2 40	31
Gear Rubbing	2 00	2 13	2 23	

MASTER PAINTERS' VARNISH SPECIALTIES

	Gals.	1/2 Gals. per gal.	Qts. per gal.	Pt. cans each	1/2 Pt. cans each
Durable Spar	3 17	3 30	3 40	44	24
Marine Spar	2 17	2 30	2 40		
Kopal	2 20	2 33	2 43	33	18
Federal Building	2 17				
Pale Interior Polishing	2 20	2 33			
Excello	1 83	1 97	2 07	27	16
Mar-not	2 00	2 13	2 23	29	17
Transparent Floor	1 87	2 00	2 10		
Hard-Drying Floor	1 73	1 87	1 97		
No. 5 Floor	1 47	1 60	1 70		
Hard-Drying Seat	2 00	2 13	2 23	29	17
No. 5 Exterior	1 80				
Pale Durable Interior	1 50	1 63			
Pale Flowing Cabinet	1 43	1 57	1 67	22	13
No. 5 Interior	1 43	1 57			
Lustral Coach	1 23				
Interior Coach	1 17	1 30	1 40	19	11
High Gloss Interior	.97				

MISCELLANEOUS VARNISHES

	Gals.	1/2 Gals. per gal.	Qts. per gal.	Pt. cans each	1/2 Pt. cans each
Durable Wood Finish, Exterior	3 33	3 47	3 57		
Durable Wood Finish, Interior	2 67	2 80	2 90		
Bar-Top Finish	2 20	2 33	2 43	33	18
Durable Household	2 00	2 13	2 23	29	17
Finest White Damar	2 20	2 33	2 43	33	18
No. 1 Damar	1 73	1 87	1 97	26	15
Durable Linoleum Finishing	2 00	2 13	2 23	29	17
Velvet Finish (Flat)	2 33		2 47	33	
Velvet Finish No. 1044	1 87	1 80	1 90	27	
Hard Oil Finish, Pale	1 83	1 97	2 07	27	16
Hard Oil Finish	1 67	1 80	1 90	26	15
Premo Hard Oil	1 33	1 47	1 57	31	13
No. 1 Coach	1 47	1 60	1 70	23	13
Premo Coach	1 33	1 47	1 57	31	13
Extra Furniture	1 27	1 40	1 50	20	12
No. 1 Furniture	1 10	1 23	1 33	18	11
Premo Furniture	1 00	1 13	1 23	17	10

VARNISH TRADE NET PRICES

CARRIAGE VARNISHES

	Gals.	1/2 Gal. per Gal.	Qts. per Gal.	Pts. each	1/2 Pts. each
Whitest Body Finishing.....	4.00	4.13	4.23		
Wearing Body Finishing.....	3.67	3.80	3.90		
Carriage Body Finishing.....	2.33	2.47	2.57		
Whitest Gear Finishing.....	3.50	3.63	3.73		
Elastic Gear Finishing.....	3.33	3.47	3.57		
Pale Perfection Gear.....	2.83	2.97	3.07		
One Coat Carriage (Body or Gear).....	2.83	2.97	3.07		
Extra Pale Express Coach.....	2.50	2.63	2.73		
Hard Drying Gear.....	2.00	2.13	2.23		
Wagon Coach.....	1.80	1.93	2.03		
Whitest Body Rubbing.....	3.67	3.80	3.90		
Extra Pale Body Rubbing.....	3.00	3.13	3.23		
Pale Quick Rubbing.....	2.67	2.80	2.90		
Quick Rubbing (Body or Gear).....	2.17	2.30	2.40		
Gear Rubbing.....	2.00	2.13	2.23		

MISCELLANEOUS VARNISHES, JAPANS, DRIERS, ETC.

(Select from this list only when absolutely necessary)

	Gals.	1/2 Gal. per Gal.	Qts. per Gal.	Pts. each	1/2 Pts. each
Durable Spar.....	3.17	3.30	3.40		
Marine Spar.....	2.17	2.30	2.40		
Federal Building Varnish.....	2.17				
Pale Interior Polishing.....	2.20	2.33			
Transparent Floor.....	3.87	2.00	2.10		
No. 5 Exterior.....	1.80				
Pale Durable Interior.....	1.50	1.63			
No. 5 Interior.....	1.33	1.47			
Lustral Coach.....	1.23				
Durable Wood Finish (Exterior).....	3.33	3.47	3.57		
Durable Wood Finish (Interior).....	2.67	2.80	2.90		
Bar Top Finish.....	2.20	2.33	2.43		
Durable Household.....	2.00	2.13	2.23		
Finest White Damar.....	2.20	2.33	2.43		
No. 1 Damar.....	1.73	1.87	1.97		
Velvet Finish No. 7539.....	2.33		2.47		
Hard Oil Finish (Pale).....	1.83	1.97	2.07		
Hard Oil Finish.....	1.67	1.80	1.90		
Premo Coach.....	1.33	1.47	1.57		
Extra Furniture.....	1.27	1.40	1.50		
No. 1 Furniture.....	1.10	1.23	1.33		
Hard Drying Coater.....	1.33	1.47			
Shellac Coat.....	1.17		1.40		
Imperial Coach Japan.....	1.83	1.97	2.07		
Drying Japan.....	1.67	1.80	1.90		
White Liquid Drier.....	1.10	1.23	1.33		
Brown Drier.....	60	73	83		

ASPHALTUMS

SHELLACS

VARNISH TRADE NET PRICES—Continued

FIRST-COATERS AND LIQUID FILLERS

	1/2 Gal.	1/2 Gal.	1/2 Gal.	1/2 Gal.	1/2 Gal.
	per gal.	per gal.	per gal.	per gal.	per gal.
Mission-lac	1.50	1.63	1.73	25	14
Hard-Drying Coater	1.33	1.47	1.57		
Shellac-Coat	1.47	1.60	1.80	10	
Shellacine	.87	.73	.80		
Liquid Filler	1.00	1.07	1.13	17	10
Wall Size	.87				

DRIERS AND JAPANS

	1/2 Gal.	1/2 Gal.	1/2 Gal.	1/2 Gal.	1/2 Gal.
	per gal.	per gal.	per gal.	per gal.	per gal.
Gold Size Japan	2.38	2.47	2.57	35	19
Imperial Coach Japan	1.83	1.97	2.07		
Coach-Painters' Japan	1.80	1.73	1.83		
Drying Japan	1.57	1.80	1.90		
White Liquid Drier	1.40	1.23	1.33	19	11
Hercules Drier	3.20	1.33	1.43	19	
Dry-o-nite	.87	1.00	1.10	17	11
Japan Drier	.73	.87	.97	15	10
Brown Drier	.60	.73	.83	12	08

ASPHALTUMS

	1/2 Gal.	1/2 Gal.	1/2 Gal.	1/2 Gal.	1/2 Gal.
	per gal.	per gal.	per gal.	per gal.	per gal.
Finest Turpentine Asphaltum	1.33	1.47	1.57	21	12
No. 1 Asphaltum	.83	.97	1.07	17	10
Premo Asphaltum	.57	.70	.80	11	08

SHERWIN-WILLIAMS PRODUCTS AND THEIR USES

(Continued)

For Interiors, Walls, Ceilings, Etc.

- S-W Enameloid.* For a high-gloss finish.
- S-W Distemper or Fresco Colors.* Ground in water without size.
- S-W Flat-Tone.* For flat finish on walls and woodwork.
- S-W Flat-Tone Glaze Colors.* For the much-desired glazed effect.
- S-W Deco-Paste.* Sanitary, washable, durable.

For Iron and Grille Work

- S-W Flat Black.* For imitating wrought iron finish.

For Live Stock

- S-W Medicinal Linseed Oil.* A splendid laxative for cattle.
- S-W Linseed Oil Meal.* A valuable concentrated feed for cattle, etc.

For Leather Goods, Carriage and Buggy-Tops, Etc.

- S-W Enamel Leather Dressing.* Renews old leather.
- S-W Auto Leather Dressing.* Restores original appearance.

For Machinery, Engines, Castings, Etc.

- S-W Machine Filler.* For producing a smooth surface on iron and steel.
- S-W Machine Paint.* For finishing machinery.

For Metal Surfaces—Protective and Anti-Rust

- S-W Metalastic Nos. 1, 2, 3, 4, 5 and 6.* A specialty for each particular purpose. Only Nos. 2 and 4 regularly carried in stock.
- S-W Perfect Method Red Lead.* Stays in suspension.
- S-W Roof and Bridge Paint.* An economical, protective paint.
- S-W Galvanized Iron Primer.* Prevents peeling of paint coats.

For Paint and Varnish Remover

- S-W Tastic.* Harmless and reliable. Does not injure wood or hands.

For Plumbing, Pipe Joints and Steam Gaskets

- S-W Graphite Pipe Joint and Gasket Compound.* Makes air, steam and water-tight joints that can be uncrewed without breaking pipe.
- S-W Red Lead.* For plumbing and sundry uses.
- S-W American White.* For plumbing and sundry uses.

For Preserving Trees, Crops, Etc.

- S-W Strictly Pure Paris Green.* Sure death to bugs.
- S-W New Process Arsenate of Lead.* A safe and effective spray.
- S-W Dry-Powdered Arsenate of Lead.* Very effective.
- S-W Lime-Sulfur Solution.* For San Jose Scale.

For Porch and Lawn Furniture

- S-W Porch and Lawn Furniture Enamel.* Five popular colors that stand exposure.

For Radiators, Piping, Stoves, Picture-Frames, Etc.

- S-W Aluminum Paint.* For a silver finish.
- S-W Empress Liquid Gold.* Prepared ready for the brush.
- S-W Lustrous Imperial Gold Enamel.* Bronze and liquid separate.
- S-W Liquid Gold.* For radiators and similar surfaces.

For Schoolboards

- S-W Schoolboard Slating.* For finishing or renewing schoolboards.

For Shingles

- S-W Preservative Shingle Stains.* Made with creosote in 22 popular shades.

For Stove-Pipes

- S-W Stove-Pipe and Iron Enamel.* Makes old piping look like new.

For Tinting Purposes

- S-W First Quality Oil Colors.* Finely ground in oil.
- S-W Painters Premium Colors.* Splendid tinting qualities.
- S-W Special Colors.* For decorators' and sign-writers' use.
- S-W Dry Colors.* Fine tone and superior strength.

For Varnishing of All Kinds

- Sherwin-Williams Varnishes.* A special varnish for each particular purpose.

For Wagons and Implements

- S-W Wagon and Implement Paint.* Stands the wear and weather.

For Window and Door-Screens

- S-W Screen Enamel.* Black and Green, the two popular shades.

For Window-Blinds

- S-W French Crown Green.* Strong and very permanent.
- S-W Verdelle.* The satisfactory Green.

NET PRICE VARNISHES ON DISCOUNT PLAN

It does not seem to be generally understood that the varnishes which are sold at a net price are not subject to our varnish discount plan, for these net prices represent the lowest at which we can offer these goods, and you can thereby see that were we to give an extra 5, 10 or 15% that it would bring the price practically below cost.

There are often cases, however, where a customer is using these varnishes, who is taking advantage of our varnish discount plan, and in such cases it will be necessary for us to sell these varnishes at a special list price, which will be subject to our regular varnish discount of 33-1/3% and I give you herewith this list, but please understand that in selling them where the varnish discount plan is not in force, the special net price, such as you have on your insert, should apply:

	Bbls.	5s	1s	$\frac{1}{2}$ s	$\frac{1}{4}$ s
0209 Special Hard Oil	1.17	1.34	1.50	1.67	1.92
0367 Sovereign Hard Oil	1.08	1.25	1.42	1.58	1.75
0399 20th Century Hard Oil	1.08	1.17	1.34	1.50	1.75
01141 Pale Lustral Coach	1.08	1.17	1.34		

The above prices are subject to a discount of 33-1/3%.

—Driers and Japan —

017, Master Painters' or Special Painters' Drier.

This material is composed of Linseed Oil base, into which is introduced proper proportions of Resin, Hydrated Lime, Red Lead, Litharge and Manganese salts. This is regarded as being the cheapest Drier that we list and is strictly a competitive article. When used in proportions of one part Drier to 12 to 15 parts of Oil, it will under favorable conditions set up to the touch in from six to eight hours and will dry hard in from 12 to 24 hours, depending upon atmospheric conditions.

033, Japan Drier, is of the same general character as 017 and can be recommended for use in approximately the same proportion and drying time is about the same.

0229, Dryonite, is perhaps the most generally useful and effective Oil Drier that we have. Intermediate in cost between the family of cheap Benzine Driers, such as 017 and 033 and the higher class such as 031, 0904 and 0658, the effectiveness of this Drier is rather more than intermediate, in that it approaches more nearly to the higher class of Driers. It can be used in varying proportions depending upon the class of work being done and the rapidity with which drying is desired. The extreme reduction is one part of Drier to 19 parts of Oil. When so used, it dries to the touch in eight hours and hard in from 18 to 24 hours. Where more rapid drying is required, a greater proportion of it can be used without material danger.

0904, Hercules Drier, as the name indicates, is an exceedingly strong, heavy bodied drier and was originally made to match the Adams and Bigelow Driers. It can be used in proportion of one part of Drier to 19 parts of Oil, and when so used, dries to the touch in four to five hours and hard in 24 hours. This Drier is not recommended for general painters' use and is intended more particularly for use among the consuming trade in Dipping paints, and goods of the same general character where rapid oxidization is desirable.

031, Oxolene Drier. This, with the possible exception of 0658, is the one Drier in our entire line which will impart satisfactory oxidization properties to Linseed Oil when used in outside liquid paints without materially detracting from the character or durability of the paint film. Due to the fact that it is recommended for use in proportion of one part of Drier to 19 parts of Oil. It dries to the touch in from five to six hours and hard in 24 hours. No advantage is gained in using a quantity greater than is recommended. In fact, if a larger percentage is used, it may under certain conditions actually result in preventing the proper hardening of the paint film.

0658, known as Government Japan Drier, is a Pure Turpentine drier, consisting of Linseed Oil, Litharge, Manganese salts, together with Pure Turpentine. This Drier does not of-

for any particular advantages over Oxolene, except in point of color, it being very much lighter than Oxolene. It is intended for use where strictly pure Drier is specified and specifications debar the use of a Drier containing petroleum, distillates, rosin, etc.

List - 1s - 2.15; 5s - 2.05; bbls. - 1.95.

O260, Dryolene, is a Drier extremely light in color and intended for use in White Enamels or light colored goods. On account of its being so very light in color, it is not possible to introduce into it the drying properties derived from the stronger Lead and Manganese salts, to as great an extent as in darker colored goods. In proportion of one part of Drier to nine parts of Oil, it dries to the touch in ten hours and hard in approximately twenty-four.

Under the head of Oil Hardeners we have Imperial Coach Japan O266 and Coach Painters' Japan O69, both the same in price and giving approximately the same results.

The composition of Coach Painters' Japan is usually regarded as being a compromise between a thin rubbing Varnish and a grinding Japan. While a Japan of this kind does impart some drying property to the Oil, most of its work is due to elimination, that is, a considerable percentage is usually used; thus the percentage of Oil is correspondingly decreased.

On account of its use being very largely restricted to Railway and Carriage shops where conditions very largely govern, also in view of the fact that it is usually used by practical painters or painters who have had many years of experience, we do not make any specific recommendation concerning the proportion in which it should be used. Also due to varying conditions, such as difference between a properly heated and ventilated Railway paint shop as compared with an ordinary Carriage Shop, where heating and ventilating is not given the consideration that it deserves, the drying time is apt to vary considerably.

SHELLAC

Revised Prices effective October 1st, 1913

For 1s, 5s and 10ls.

		1s	5s	10ls.
Pure White 01027	Out 2 1/4	1.85	1.60	1.50
Pure Orange 01030	4 1/4	1.80	1.55	1.45
White Shellac 01025	3 1/4	1.50	1.45	1.35
Orange Shellac 01022	4 1/4	1.40	1.35	1.30

For Quarts and Smaller Packages

	Qts.	Pts.	1/2 Pts.	1/4 Pts.
Pure White 01015	1.85	2.10	2.35	2.70
Pure Orange 01018	1.80	2.05	2.30	2.65
White Shellac 01017	1.70	1.95	2.20	2.55
Orange Shellac 01018	1.60	1.85	2.10	2.45

The above prices are for agents, dealers, consumers and manufacturers; to bonafide jobbers these prices are subject to 10% discount.

Attention is called to the fact that our Pure White and Pure Orange Shellacs run about one pound to the gallon heavier than the heaviest Shellac regularly supplied to the trade by any of the recognized Shellac cutters. The heavier the Shellac, the more economical, even at a considerable advance in price, as it will stand the maximum reduction with alcohol.

Those, who are in position to know, admit that Shellacs cut heavier than 2 1/2 to 3 lbs. cannot be properly applied to any but small surfaces, consequently you will see that our Shellacs will stand a great amount of reduction, which reduces the price very greatly.

Our Shellacs, which are cut for the larger packages, such as 1s, 5s and barrels, can be reduced on the average 33-1/3% with alcohol; the smaller packages not being cut so heavy, cannot, of course, be reduced so much, but as the small packages are sold to amateurs and for household purposes generally, the reduction is not so important.

REVISED PRICES DRY POWDERED ARSENATE OF LEAD

Patented June 10, 1913, No. 1,064,639

Effective February 15, 1916.

Bulletin No. 389

EASTERN EDITION

Page 91

Please put into effect immediately the following prices for Dry Powdered Arsenate of Lead, based on quantity purchased. Under no circumstances must there be any deviation from the prices and terms listed herewith.

(1). In quantities less than 500 pounds

200-pound packages,	20¢ per lb.
100- " "	20½¢ " "
50- " "	21¢ " "
25- " "	21½¢ " "
10- " "	23½¢ " "
5- " "	26¢ " "
1- " "	30¢ " "
½- " "	34¢ " "

(2). 500 to 2000 pounds

200-lb. packages, 19½¢ per lb. Other sizes each ½¢ per lb. less than price stated in paragraph (1).

(3). 1 to 5 tons

200-lb. packages, 19¢ per lb. Other sizes each 1¢ per lb. less than price stated in paragraph (1).

(4). 5 to 15 tons

200-lb. packages, 18½¢ per lb. Other sizes each 1½¢ per lb. less than price stated in paragraph (1).

(5). 15 tons and over

200-lb. packages, 18¢ per lb. Other sizes each 2¢ per lb. less than price stated in paragraph (1).

Terms: 60 days net, 2% cash discount in 10 days from date of invoice.

Freight equalized with recognized jobbing points.

To large distributors, in other words, regularly recognized wholesale jobbing concerns having a rating of not less than \$75,000.00, who travel salesmen, we will quote the following low-limit prices:

In 200-lb. packages,	16¢ per lb.
100- " "	16½¢ " "
50- " "	17¢ " "
25- " "	17½¢ " "
10- " "	19½¢ " "
5- " "	21½¢ " "
1- " "	23½¢ " "
½- " "	27½¢ " "

Terms: 60 days net, 2% cash discount in 10 days from date of invoice.

NEW PROCESS ARSENATE OF LEAD PASTE
Effective February 15, 1916.

Bulletin No. 389

1s	15¢
5s	11¢
12½s	10¢
25s	9¢
50s	8¢
100s	8¢
250s	8¢

INSECTICIDES AND FUNGICIDES

REPRESENTATIVES' CONFIDENTIAL PRICE-LIST



SHERWIN-WILLIAMS INSECTICIDES AND FUNGICIDES

We have long been known to Agriculturists and Horticulturists as manufacturers of the best quality of Paris Green on the market—our goods are recognized as standard everywhere.

Some years ago we recognized the growing importance of completing our line by adding such goods as Arsenate of Lead, Lime-Sulfur Solution, etc., with the result that today we are able to offer a complete line of insecticides and fungicides.

A description of our Paris Green, New Process Arsenate of Lead, Lime-Sulfur Solution, etc., will be found below. Each and every one of our insecticides conforms in every way not only as to quality, but also as to labeling, etc., to the requirements of the National Insecticide Law.

DRY POWDERED ARSENATE OF LEAD



Sherwin-Williams Dry Powdered Arsenate of Lead insures maximum effectiveness at minimum expense. This product is greater in bulk per given weight than any other powdered Arsenate of Lead on the market. It remains in suspension almost indefinitely and takes less than half as much material, as in the case of the paste products, to do the work. This material is not affected by freezing and can be kept indefinitely without deterioration. A complete description of this product with an outline of its advantages will be found on page 90.

See Pages 91 and 92 for prices

NEW PROCESS ARSENATE OF LEAD (PASTE)

(Containing Adhesive Lead Compounds)



This product will be manufactured and marketed on the same basis as heretofore, with the exception that in the future it will be known by the above name. There is absolutely no change in formula or in composition from previous years, and its use will insure the same good results. It is absolutely safe, reliable and effective for both fruit-tree and truck-crop spraying, and particularly so when used in the so-called combination spray. The phrase: "Containing Adhesive Lead Compounds" has been added, simply to comply with the technical requirements of the U. S. Insecticide Law.

10	50	12 1/2	25	50	100	Bbls.
14 1/2	11	10	8	4 1/2	2 1/2	0 7 1/2

15 PER CENT ARSENATE OF LEAD (PASTE)

Where there is a definite demand for an Arsenate of Lead containing from 15 to 16 per cent of arsenic oxide, S-W 15 per cent Arsenate of Lead should be sold. It is absolutely safe for use on fruit foliage, and is far superior to the Acid Arsenates of Lead of our competitors in suspension properties, adhesiveness and general all round good qualities. It is particularly recommended for shade-tree work. Our 15 per cent Arsenate of Lead will be put up in steel packages this year.

10	50	12 1/2	25	50	100	Bbls.
14 1/2	11	10	8	4 1/2	2 1/2	0 7 1/2

PARIS GREEN (DRY)



S-W Paris Green is recognized by the trade as an old reliable, effective brand, that has proven its efficiency. Because of its extremely fluffy nature, this green remains thoroughly in suspension, and sprays a larger area per pound than any other brand. Its fineness insures more uniform distribution of the poison on the foliage, and consequently it gives better protection. Put up in attractive sift-proof cartons and steel packages, all labeled to comply with the legal requirements of the Government and all states.

Arsenic Kags (250 to 500 pounds)	...
100-lb. kags	...
14, 25 and 50-lb. kts	...
3 and 5-lb. paper cartons	...
1-lb. paper cartons	...
1/2-lb. paper cartons	...
1/4-lb. paper cartons	...
1/8-lb. paper cartons	...
1/2, 3/4 and 1-lb. cartons put up in 50-lb. cases, 2 and 5-lb. cartons put up in 50-lb. cases.	...

Bulletin No.

February 21, 1918

191

Subject

DRY ARSENATE OF LEAD PRICES.

There has been some misunderstanding relative to the issuance of distributors' prices on our Dry Arsenate of Lead

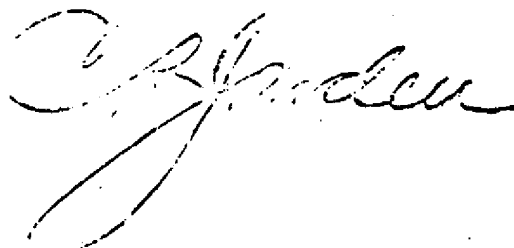
Mr. Hasse, in his bulletin of April 27, 1915, stated our position very clearly with regard to these prices, but in order that there will be no further misunderstanding, and that everyone interested will be posted, the following should be observed:

Distributors' or Jobbers' prices on Dry Powdered Arsenate of Lead, are to be given only to recognized wholesale jobbing concerns having net assets of at least seventy-five thousand dollars (\$75,000) and who have salesmen regularly traveling on the road.

In addition, only one distributor should be appointed in the State in which such distributor is located or for a territory equivalent in area to such State.

I believe this states our position clearly with regard to the quoting of distributors' prices on Dry Arsenate of Lead, and will thank you for your co-operation in observing these instructions.

Yours very truly,



REVISED PRICES DRY POWDERED ARSENATE OF LEAD

Patented June 10, 1913, No. 1,064,639

Effective January 15, 1916

Please put into effect immediately the following prices for Dry Powdered Arsenate of Lead, based on quantity purchased. Under no circumstances must there be any deviation from the prices and terms listed herewith.

(1). In quantities less than 500 pounds

200-pound packages,	18¢	per lb.
100- " "	18½¢	" "
50- " "	19¢	" "
25- " "	19½¢	" "
10- " "	21½¢	" "
5- " "	24¢	" "
1- " "	28¢	" "
½- " "	32¢	" "

(2). 500 to 2000 pounds

200-lb. packages, 17½¢ per lb. Other sizes each ½¢ per lb. less than price stated in paragraph (1).

(3). 1 to 5 tons

200-lb. packages, 17¢ per lb. Other sizes each 1¢ per lb. less than prices stated in paragraph (1).

(4). 5 to 15 tons

200-lb. packages, 16½¢ per lb. Other sizes each 1½¢ per lb. less than price stated in paragraph (1).

(5). 15 tons and over

200-lb. packages, 16¢ per lb. Other sizes each 2¢ per lb. less than price stated in paragraph (1).

Terms: 60 days net, 2% cash discount in 10 days from date of invoice.

Freight equalized with recognized jobbing points.

To large distributors, in other words, regularly recognized wholesale jobbing concerns having a rating of not less than \$75,000.00, who travel salesmen, we will quote the following low-limit prices:

In 200-lb. packages,	14¢	per lb.
100- " "	14½¢	" "
50- " "	15¢	" "
25- " "	15½¢	" "
10- " "	17½¢	" "
5- " "	19½¢	" "
1- " "	21½¢	" "
½- " "	25½¢	" "

Terms: 60 days net, 2% cash discount in 10 days from date of invoice.

REVISED PRICES DRY POWDERED ARSENATE OF LEAD

Patented June 10, 1913, No. 1,064,639

Effective September 1, 1915

Please put into effect immediately the following prices for Dry Powdered Arsenate of Lead, based on quantity purchased. Under no circumstances must there be any deviation from the prices and terms listed herewith.

IN QUANTITIES LESS THAN 500 POUNDS

200-pound packages.....	per pound
100-pound packages.....	16
50-pound packages.....	16½
25-pound packages.....	17
10-pound packages.....	17½
5-pound packages.....	19½
1-pound packages.....	21½
¼-pound packages.....	23½
	27½

500 TO 2000 POUNDS

200-pound packages.....	per pound
Other sizes each ¼c per pound less than price stated in paragraph (1).	15½

1 TO 5 TONS

200-pound packages.....	per pound
Other sizes each 1c per pound less than price stated in paragraph (1).	15

5 TO 15 TONS

200-pound packages.....	per pound
Other sizes each 1½c per pound less than price stated in paragraph (1).	14½

15 TONS AND OVER

200-pound packages.....	per pound
Other sizes each 2c per pound less than price stated in paragraph (1).	14

Terms: 60 days net, 2% cash discount in 10 days from date of invoices.
Freight equalized with recognized jobbing points.

To large distributors, in other words, regularly recognized wholesale jobbing concerns, who travel salesmen, and who have net assets of at least \$75,000, we will quote the following low-limit prices:

200-pound packages.....	per pound
100-pound packages.....	13
50-pound packages.....	13½
25-pound packages.....	14
10-pound packages.....	14½
5-pound packages.....	16½
1-pound packages.....	18½
¼-pound packages.....	20½
	24½

Terms: 60 days net, 2% cash discount in 10 days from date of invoice.

TUBER-TONIC

Tuber-Tonic is our name for a new combination Insecticide and Fungicide which we have developed principally for potato work. There has been a great demand for a spray of this character and we believe that Tuber-Tonic will be found more satisfactory than any spray of this character which has been placed on the market.

Tuber-Tonic is made up in paste form and in such way that it combines the quick killing action of Paris Green; the adhesiveness and suspension qualities of Arsenate of Lead and the blight preventing and destroying qualities of Bordeaux Mixture.

Tuber-Tonic will be of about the same consistency as Paste Arsenate of Lead and will be put up in 1 lb. glass jars, 5, 25, and 100 lb. steel packages.

DEALERS PRICES ARE AS FOLLOWS

1's	.25	.12	25	
5's	.24	.15	10	F.O.B.
25's	.27	.12	2	Warehouse
100's 50's	.31	.10	1	
10's	.33	.10	26	

To JOBBERS AND VERY LARGE CONSUMERS we will make the following prices which are to be used only where absolutely necessary.

1's	.25	.12	.17	.16	.23
5's	.24	.15	.15	16	F.O.B. .22
25's	.27	.12	.10	2	Warehouse .20
100's 50's	.31	.10	.08		.19
10's	.33	.10			.21

For the present at least we wish this spray to be confined entirely to potato and vegetable work. From 4 to 6 lbs. to 50 gallons of water will give best results.

INSECTICIDE PRICES FOR 1914 - 15.

NEW PROCESS ARSENATE OF LEAD (PASTE)

We will market New Process Arsenate of Lead on exactly the same price basis as was the case last year. While we want to sell Dry material only, yet we realize that there is still a scattering, though dying demand for Paste products in certain localities.

S-E LIME-SULFUR SOLUTION

.12 per gal. in carloads, bbls.	P.O.B. Newark			
.13 " " less than cars in bbls.	" Phila.			
5's	1's	1/2's	1/4's	
.25	.35	.45	.55	P.O.B. Phila.

Although we wish to discourage as much as possible the return of the empty barrels, yet in order to place you on a par with your competitors you are at liberty to make the usual allowance of \$1.00 per barrel P.O.B. any one of the above factories for barrels that are in absolutely good condition.

Where very large volume business is concerned and it is necessary to make a lower carload price than indicated above, you are at liberty to make a quotation of 11¢ per gallon P.O.B. Chicago or Newark with the understanding that this price applies in car loads only and that Arsenate of Lead business must absolutely accompany the Lime-Sulfur business. I am giving you this extreme low limit price early in the season as it represents absolutely the lowest quotation that we can make and should be used in extreme cases only.

S-E DRY BORDOX ARSENATE OF LEAD.

Our Dry Arsenate of Lead has met with universal satisfaction during the past season and is now recognized as standard by those best informed. The prices will remain the same with the exception of the prices in the half-pound packages. There will be an advance of 2¢ per lb. over the price now current in half-pound packages, making the half-pound price in quantities less than 500 lbs. - 27¢ per lb. with the same advance for the balance of the schedule on this size package. This has been necessary due to increased costs which are the direct result of small output on this size.

S-E FENGI-BORDOX (DRY BORDOX MIXTURE)

We have been successful in developing a Dry Bordeaux Mixture which is, without question, the finest product of this character ever manufactured. We will discontinue absolutely the sale of PASTE MATERIAL and none of it will be available during the coming season. FENGI-BORDOX has been produced in the dry form so that by the addition of water on the part of the customer a chemical action takes place which is equivalent to that taking place when a farmer or fruit grower mixes his own bordeaux mixture freshly on the field. In other

words, it has been our aim to overcome the disadvantages in the old Bordeaux Mixture, which invariably became hard and deteriorated with age. With the new product the consumer has absolutely fresh material, pays no freight on water, and he can depend upon absolutely uniform and scientifically correct combinations of materials.

	Dealers	Jobbers.
1's	14.19	12.15
5's	14.17	12.16
10's	14.16	12.15
25's	12.15	11.14
100's 50's	10.14	09.13
Bbls.	9	8

F.O.B. Warehouse.

Although full information in connection with this new product will be given later on, yet in order that our representatives may be conversant with it in a general way the following information will be of interest. The usual formula employed by fruit growers generally in making their own Bordeaux Mixture is the so-called 4-4-50 formula representing 4 lbs. of lime, and 4 lbs. of blue vitriol to 50 gallons of water. In order to produce a fresh Bordeaux Mixture with our FUNGI-BORDO, equivalent to the above mixture, 8 lbs. of the Dry Powdered Fungi-Bordo must be used to the 50 gallons of water; where a 5-5-50 formula is used, 10 lbs. etc. etc. The above jobbers' prices of 1¢ below the dealers' price are to be used only where large volume business is concerned.

S-F DRY TUBER-TONIC.

We have also perfected Tuber-Tonic in a dry form, have improved its qualities of safety and have been able to produce a material, which by actual test among Experiment Stations, has demonstrated its effectiveness and value to the potato grower. PASTE TUBER-TONIC WILL BE DISCONTINUED AND NONE OF IT MANUFACTURED FOR THE COMING YEAR.

Full directions for the use of the Dry Tuber-Tonic will be issued in a supplementary bulletin within a very short time. From 1 to 2 lbs. of the new Dry Tuber-Tonic to 50 gallons of water will give the best results under most conditions. The material has been improved so as to make it as nearly foolproof as possible and so as to minimize the danger of burning to the greatest possible extent. On car load or large jobbing business we will give a special jobbing price as indicated below.

	Dealers	Jobbers
1's	20	18
5's	19	17
10's	18	16
25's	17	15
100's	16	14
Bbls.	14	12

F.O.B. Warehouse.

SOLUBLE SULPHUR

There has been considerable talk during the past year regarding the manufacture of a satisfactory Dry Lime-Sulfur to take the place of the Solution, but as yet no one has been able to make a satisfactory product and for the next year at least such a product will not be considered by this Company. The following report by Prof. Gourley of the New Hampshire Experimental Station, in connection with Niagara Spray Chemical Co's Soluble Sulphur, will show that it gave bad results each season in which it has been used:

TESTING SPRAY MATERIALS

Commercial Lime Sulphur the best fungicide,
as shown by New Hampshire results.

We have endeavored this season to arrive at some conclusions regarding the use of the various spray materials for this state, writes J. H. Gourley, Horticulturist of the Durham (N.H.) Experiment Station. The same tests were carried on last year at Exeter, N.H. There has been considerable interest in the soluble sulphur as a dormant and as a summer spray in this state, also considerable interest in the value of the Dry Arsenate of Lead. Our tests this season show, as they have previously, that commercial lime sulphur used both as a dormant and a summer spray, has proved to be the best fungicide for our orchards. While Arsenate of Lead has seemed to have considerable value in preventing apple scab and sooty blotch, yet there is a decided stimulating effect to the foliage by the use of a fungicide with the Arsenate of Lead.

The Lime-Sulphur used at the rate of one gallon to 40 gallons of water and three pounds of Arsenate of Lead gave perfect results; no injury to fruit or foliage being present. The commercial lime sulphur used at the rate of one gallon to 50 gallons of water with $2\frac{1}{2}$ lbs. of powdered lead also gave perfect results, controlling insects and fungus diseases with no injury to fruit or foliage. We feel that for this location that 1 to 50 of the lime sulphur is more desirable than 1 to 40 as the latter will sometimes give some "immediate" or blossom end burning.

The soluble sulphur has given injurious results both seasons; it has damaged the foliage very badly and caused the young fruit to dry and come off. This was used at the rate of three-quarters of a pound of soluble sulphur to 50 gallons of water. In one row of trees we used three pounds of Arsenate of Lead with it and in another $2\frac{1}{2}$ lbs. of powdered lead. In both cases the injury was very serious and we recommend that the fruit growers in this state do not use it as a summer spray. The Bordeaux Mixture made at the rate of 3-5-50 with five pounds of lead controlled the diseases, stimulated the foliage but gave considerable burning.

LIME-SULFUR SOLUTION

Our product is a sparkling, clear, cherry-colored liquid, which is made from the very highest grades of lime and sulfur. It is practically free from sediment, is of uniform strength, and in air-tight containers will keep without deteriorating, for an indefinite period. It will absolutely test 33 degrees on the Baumé hydrometer, and represents the ideal combination of lime and sulfur in solution. S-W Lime-Sulfur Solution is the best product manufactured for use in spraying for San Jose Scale, and is the ideal fungicide for the treatment of fungus troubles.



TUBER-TONIC

(Patent applied for)

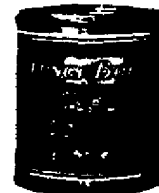
Sherwin-Williams Dry Tuber-Tonic is a finely divided powder which is unaffected by heat or cold. This material is effective against both the bugs and diseases, and accomplishes more effective results than other materials. This product is a combination spray, having the desirable quick-killing properties of Paris Green, the adhesiveness of Arsenate of Lead, and the fungus preventive qualities of Bordeaux Mixture. It is sufficiently strong to kill leaf-eating insects on potatoes, yet prepared in such a manner as to make it safe to use on foliage without injury.



FUNGI-BORDO

(Patent applied for)

Sherwin-Williams Fungi-Bordo, the Dry Bordeaux Mixture, is a dry powder which reaches the user in sift-proof, impervious packages. There is no freight to be paid on water, no danger of freezing or of drying out in the package and the material always reaches you in prime condition. Sherwin-Williams Dry Powdered Fungi-Bordo stays in suspension well, adheres to the foliage, and can be used in combination with Paris Green, Arsenate of Lead, etc.



PRUNING COMPOUND

Prepared Ready for the Brush

For use on trees, shrubbery, etc., to stop "bleeding" of the sap after pruning and prevent worm-boring. It effectually seals the surface and will not wash off with the weather. In every respect, it will be found more satisfactory than tar and other mixtures.



CARBOLIC-OL

A splendid wood preservative disinfectant and vermicide. Unusually effective for use in the interior and exterior of chicken-coops, stables, outhouses, etc. It has great penetrating and disinfectant qualities.



SHERWIN-WILLIAMS No. 15 CATTLE DIP

Our Lime-Sulfur Dip is a splendid preparation for dipping sheep, cattle and hogs, and its use is authorized by the United States Department of Agriculture in the proportions of 1 part solution as it comes from the package to 15 parts water in the official dipping of sheep and cattle for scabbies, etc.

1/2	3/4	1	2	5bbl.
50	40	30	20	10

12 lb per gal. bear brand
etc in barrels.

1s	5s	10s	25s	100s	250s
20	15	10	5	10	15
18	14	10	5	10	15

1s	5s	10s	25s	100s	250s
20	15	10	5	10	15
18	14	10	5	10	15

Dark Olive Green	Qua	Gals.
Net prices per gallon	...	...
Quarts, two dozen in case.	Gallons, half dozen in case.	...

Qts.	Gals.	5 Gals.	5bbl.
...	...	...	...

Qts.	1/2 Gals.	Gals.	5 Gals.	5bbl.
...	...	...	...	...

INSECTICIDE PROPOSITION 1915 - 16.

We have closed a very successful insecticide year. The elimination of paste products and the introduction of Dry Powdered Arsenate of Lead, Dry Powdered Tuber-tonic and Fungi-Bordo has put our insecticide business on a much more satisfactory basis than has been the case heretofore, and when we are able to market our Dry Lime-Sulfur after March 1st, we will have an insecticide line-up that will be unbeatable.

DRY POWDERED ARSENATE OF LEAD.

Your entire sales-effort should be put on the sale of Dry Powdered Arsenate of Lead. You are now familiar with the suspension qualities, great bulk per given weight, and general good qualities of this material. Prices are those which became effective Sept. 1st, 1915 and which you already have in your price list, see page 91. If not, it is important that you advise us promptly. These prices are F.O.B. Chicago and where shipments are to be made from either Newark, Philadelphia or any branch house which may be established later, $\frac{1}{4}$ ¢ per lb. must be added.

PASTE ARSENATE OF LEAD.

No Paste Arsenate of Lead will be manufactured during the coming year, but we have a limited supply which will be offered in cases where the trade will not use the powdered goods. No shipments of Paste Lead will be made from warehouses so that you will have to figure on at least one week's additional time for Chicago shipment. We anticipate very little demand for Paste Lead as the Powdered goods are now demanded by fully 95% of the growers and farmers. Prices on Paste Arsenate of Lead will be as follows:-

Bbls.	100's	50's	25's	12½'s	5's	1's
.07½	.08	.08½	.09	.10	.11	.14½

These prices are F.O.B. Chicago

DRY POWDERED TUBER-TONIC

We will continue to market Dry Powdered Tuber-tonic as it has proven itself both effective and safe. The suspension and adhesive qualities have been improved, while all of its other good properties have been retained. Prices are as follows:-

	1's	5's	10's	25's	100's	Bbls.
DEALERS	.20	.19	.18	.17	.16	.14
JOBBERS	.18	.17	.16	.15	.14	.12

These prices are F.O.B. warehouses

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DPY FUNGI-BORDO.

Dry Powdered Fungi-Bordo will be continued and the same prices will be effective as last year, namely:-

	1's	5's	10's	25's	100's	Bbls.
DEALERS	.16	.14	.13	.12	.10	.09
JOBBERS	.15	.13	.12	.11	.09	.08

Prices are F.O.B. warehouses.

You should push Fungi-Bordo wherever Bordeaux Mixture is used as it is far superior to the ordinary dried out paste Bordeaux Mixtures, as well as the home-made material. The mixing qualities of Fungi-Bordo have been improved and it now represents the ideal dry Bordeaux Mixture Concentrate.

LIME-SULFUR SOLUTION.

Prices on Lime-Sulfur Solution will be as follows:-

12¢ per gal. in 50 gal. bbls. F.O.B. Newark in carload quantities.
15¢ " " " " " " " " " " " less than carloads.

but a special price of \$6.10 per barrel in less than carload lots will be made, which is F.O.B. Phila.

Where very large business is concerned and it becomes necessary to make a lower carload price than 12¢ per gallon, you are at liberty to make a quotation of 11¢ per gallon F.O.B. Newark. The package goods will be sold as follows:-

5's	1's	$\frac{1}{2}$'s	$\frac{1}{4}$'s
.25	.35	.45	.55

The above prices are F.O.B. Philadelphia.

We will still allow \$1.00 each for our own empty barrels F.O.B. Newark when received in absolutely good condition. As far as possible, however, we wish to discourage the return of empty packages.

DPY POWDERED LIME-SULFUR.

We will be in a position to make deliveries of this material after March 1st, 1916. Full information on this product will be given you later on.

SPRAY PUMPS.

We will discontinue entirely the sale of spray pumps and no orders will be accepted for same.

11-18-15.

O.A.N. 246
11-18-15

REASONS WHY A GROWER SHOULD USE SHERWIN-WILLIAMS DRY POWDERED ARSENATE OF LEAD

PASTE vs. DRY ARSENATE OF LEAD

Arsenates of Lead in Paste form, i.e., those containing approximately 50 per cent of water, have been almost universally employed, for lack of something better, since the value of spraying was first recognized. Among them, Sherwin-Williams New Process Arsenate of Lead has for years held first place. Paste materials, however, possess a number of disadvantages which make their use exceedingly difficult.

Anticipating the demand for something better, The Sherwin-Williams Co., after a long period of experimental research work, set about improving their product. The result is Sherwin-Williams Improved Dry Arsenate of Lead, which possesses all the merits of the paste form Arsenate of Lead, but none of its disadvantages.

SAFE AND EFFECTIVE

Sherwin-Williams Dry Powdered Arsenate of Lead contains from 31 to 33 per cent of Arsenic Oxide thoroughly combined with the lead, assuring maximum killing power, speedy action and unquestioned effectiveness in combating all leaf-eating and chewing insects. The thorough combination of the arsenic and lead minimizes the possibility of damage to the fruit and foliage, and the grower can apply this reliable material with every assurance of safety.

ECONOMICAL

Less than half as much of it per 50 gallons of water as of the paste material produces the same or better results. One pound or one pound and a half of Sherwin-Williams Dry Powdered Arsenate of Lead in fifty gallons of water controls leaf-eating insects where heretofore two, three or four pounds of the paste material were required. The substantial economy in using the dry product is readily evident.

PHYSICAL STRUCTURE

S-W Dry Powdered Arsenate of Lead because of its finely divided condition and great diffuseness mixes easily and stays thoroughly in suspension in water. It requires less stirring to get it into solution than is necessary when the paste is used. Because of its unusual lightness it stays thoroughly in suspension during the spraying operation thus giving a spray of uniform strength. Being a dry powder, the difficulties of leakage, evaporation, freezing and deterioration are completely overcome. A pound is all poison, whereas a pound of Paste Arsenate of Lead is half water.

REVISED PRICES DRY POWDERED ARSENATE OF LEAD

Patented June 10, 1913, No. 1,064,639

Effective June 12, 1915

Please put into effect immediately the following prices for Dry Powdered Arsenate of Lead, based on quantity purchased. Under no circumstances must there be any deviation from the prices and terms listed herewith.

IN QUANTITIES LESS THAN 500 POUNDS

200-pound packages.....	per pound
100-pound packages.....	18
50-pound packages.....	18½
25-pound packages.....	19
10-pound packages.....	19½
5-pound packages.....	21½
1-pound packages.....	23½
½-pound packages.....	25½
	29½

500 TO 2000 POUNDS

200-pound packages.....	per pound
	17½
Other sizes each ¼c per pound less than price stated in paragraph (1).	

1 TO 5 TONS

200-pound packages.....	per pound
	17
Other sizes each 1c per pound less than price stated in paragraph (1).	

5 TO 15 TONS

200-pound packages.....	per pound
	16½
Other sizes each 1½c per pound less than price stated in paragraph (1).	

15 TONS AND OVER

200-pound packages.....	per pound
	16
Other sizes each 2c per pound less than price stated in paragraph (1).	

Terms: 60 days net, 2% cash discount in 10 days from date of invoices.
Freight equalized with recognized jobbing points.

To large distributors, in other words, regularly recognized wholesale jobbing concerns, who travel salesmen, and who have net assets of at least \$75,000, we will quote the following low-limit prices:

200-pound packages.....	per pound
100-pound packages.....	15
50-pound packages.....	15½
25-pound packages.....	16
10-pound packages.....	16½
5-pound packages.....	18½
1-pound packages.....	20½
½-pound packages.....	22½
	26½

Terms: 60 days net, 2% cash discount in 10 days from date of invoice.

Central Atlantic Division

Bulletin No. 83

Feb. 25, 1916 191

Subject Ice Cream Tub Paints

For Mr. Larkins

You will be interested in learning that we have been successful in producing a practical Ice Cream Tub and Keg Paint at prices lower than our regular Keg Paints, which are as follows:

			"A"	"B"
Keg Paint Yellow	#57	Bble.	1.00	1.10
" " Red	#58	"	1.00	1.10
" " Brown	#59	"	1.00	1.10
" " Moss Green	#60	"	1.15	1.25
" " Gray	#61	"	1.15	1.25
" " Blue	#62	"	1.25	1.35

In 50, 25 gallon lots, the prices will be 10¢ per gallon higher, and all prices are f.o.b. Newark.

You will, of course, understand that the above paint is only to be sold in extreme cases and where you find it will be impossible to interest in our standard line, which has given such satisfactory results.

At this time all ice cream manufacturers, as well as breweries, etc. are painting up their kegs and we now have two products that will absolutely place you in a position to clean up this business.

Our new Keg Paints work easily under the brush, so that they can be successfully used by a novice; they also have good covering qualities, so that good results may be obtained on new work with two coats and on old work with one coat; they dry thoroughly over night and tubs painted early in the morning can be handled the same day. The gloss is not as good as our standard grade, but we understand this is not generally important, as a paint of this character is wanted more for its covering and durability.

Panels representing one and two coats of each shade are on exhibition at the Philadelphia Office and we will be very glad to show them to you at any time.

Now that we have the goods, it is up to you men to do the rest.

Yours very truly,

C.P. Jarden,

Sales Manager.

W. H. House

0007-SWP-000010349

#534 Paratol Red Extra Light Brushing. Rx 21028

The same in shade as our Tartar and Dragon Reds Light. Weight 24½ per gallon. Covers solid at a reduction of from 20 to 24 pounds to the gallon of Naphtha for brushing. Dries in 6 to 8 hrs.

#535 Paratol Red Extra Light Dipping. Rx 21037

Same shade as Paratol Red Extra Light Brushing. Weight 16½ to the gallon. Covers solid at a reduction of from 14 to 16 pounds to the gallon of Naphtha for dipping. Dries in 6 to 8 hrs.

#536 Paratol Red Light Brushing. Rx 21038

An intermediate in shade between Tartar and Dragon Red Light and Medium. Weight 24½ per gallon. Covers solid at a reduction of from 20 to 24 pounds to the gallon of Naphtha for brushing. Dries in 6 to 8 hours.

#537 Paratol Red Light Dipping. Rx 20938

Same shade as Paratol Red Light Brushing. Weight 16½ per gallon. Covers solid at a reduction of from 14 to 16 pounds to the gallon of Naphtha for dipping. Dries in 6 to 8 hrs.

#536 and #537 Brushing and Dipping Pastes are the materials for which we have had the greatest demand. Many of the large manufacturers have adopted this shade as standard.

#538 Paratol Red Medium Brushing. Rx 21041

Same shade as Tartar Red and Dragon Red Medium. Weight 24½ per gallon. Covers solid at a reduction of from 20 to 24½ to the gallon of Naphtha for brushing. Dries in 6 to 8 hrs.

#539 Paratol Red Medium Dipping. Rx 21040

Same shade as Paratol Red Medium Brushing. Weight 16½ per gallon. Covers solid at a reduction of from 14 to 16½ to the gallon of Naphtha for dipping. Dries in 6 to 8 hrs.

Prices on all of the above are as follows:

Eble. & 1 Eble.		25a	
"B"	"A"	"B"	"A"
.06½	.07½	.09	.08

These prices are F.O.B. Chicago, so where "A" prices are quoted be sure and have this definitely understood, but where "B" prices are quoted and the orders are large enough to warrant it, you can make them F.O.B. destination.

Paratol Reds are the same shade as Dragon Reds and will be found having splendid covering qualities and very permanent; they are ground finely, the dipping goods stay in suspension very well and do not jelly in the tank. The shades are bright and we believe they will prove very satisfactory and in fact, will probably take the place of the Dragon Reds permanently, as it is almost certain that even after the war, American manufacturers will

We have been experimenting for some time with a view of deciding on a definite system for the finishing of metal furniture and our tests have demonstrated that the method outlined below will produce very satisfactory results. Representatives have no doubt found more or less variation in the methods employed by standard manufacturers and the recommendations which we are making are subject to such slight changes as may be found necessary to produce special effects in finishing. We have worked out what we consider a standard finish in Oak and Mahogany and the color effects may be varied by a slight change in the shade of the graining color employed.

MAHOGANY

Primer, Liquid Rx 4907; Price in 1's 1.35 Ground Light 5's (x-9320)

Surfacer, Glaze Lead Red Rx 8750; Price in 25's 10¢ per lb. This lead should be knifed into the depressions and irregular spots on the surface of the metal, then a thin brush coat applied over the entire surface, and after baking should be sanded.

Graining Ground Rx 8745; Price in 25's 25¢ per lb.

Graining Color Rx 225; Price in 25's 15¢ per lb.

All of the above coats should be baked 3 hours at about 200 degrees.

Finishing Varnish Rx V-852; Price in barrels \$1.50 per gallon. This coat should be baked 3 hours at 200 to 225 degrees.

OAK

Primer Rx 4904; Price in 1's \$1.35

Surfacer, Glazed Lead Yellow Rx 8513; Price in 25's, 10¢ per lb. This lead should be knifed into the depressions and irregular spots on the surface of the metal, then a thin brush coat applied over the entire surface, and after baking should be sanded.

Graining Ground Rx 8744 Price in 25's 16¢ per lb.

Graining Color Rx 20488 Price in 25's 15¢ per lb.

All of the above coats should be baked 3 hours at about 200 degrees.

Finishing Varnish Rx V-852; Price in barrels, \$1.50 baked 3 hours at 200 to 225 degrees.

You will note that price on Mahogany Graining Ground Rx 8745 is apparently rather high and this is due to the fact that this ground contains a percentage of Vermilion. It is similar in color to the ground which is being regularly employed by the best manufacturers.

All of the paste goods recommended should be thinned with turpentine to the proper consistency for use. The Finishing Varnish coat is usually rubbed with Rotten-stone and water or oil.

Enameled Work, Solid Colors

The prevailing colors now being used are Green and Maroon. The metal surface is primed with material like our Metal Baking Primer Rx 4901 for Green work or Rx 4907 for Maroon work. Price is the same on both these primers. In cases where a good grade of enamel is used, the primer is not always considered necessary, the finish being produced in many cases by the use of two coats of enamel, the first coat being dipped where the size and shape of the metal pieces will permit.

The first coat of enamel should be lightly sanded with fine sand-paper and the second coat rubbed smooth with powdered pumice stone and water and then apply flowing coat of Baking Varnish, which can be left in the gloss or rubbed to a dull finish.

Yours truly,

W. J. Schleng

Manager Mfrs. Sales Dep.t

WJS-E
H

REDUCERS FOR JAPANS

As a general rule Reducer #74, 0974, will be found very satisfactory for reducing semi-gloss and gloss Black Baking Japan. This is a Reducer that we are able to offer at a very favorable price, and while it is not equal in construction to some of the high grade Turpentine Substitutes, it has been found very satisfactory for this purpose. We can quote the same prices as are given in the price list for Paint Reducer, 0614.

For a high grade Turpentine Substitute, we would offer 0957, using the name Reducer #57. This carries a large percentage of Pure Spirits of Turpentine, and we feel confident that it will be found thoroughly satisfactory where a Turpentine Substitute can be used. Price, based on the present cost of raw materials, would be not less than 50¢ per gallon in barrels, and this is very close.

We also offer Reducer #56, 0956, which is a combination of volatile liquids, and while it is not equal to 0957, we would consider it superior to a good many of the Turpentine Substitutes that are now on the market. The minimum price on this Reducer would be 40¢ per gallon in barrels.

You, of course, will understand that we do not recommend anything other than Pure Spirits of Turpentine for reducing such materials as Q.I. Colors, Rough Stuff, Gear Fillers, etc. and in making your recommendations we suggest that you exercise particular care to be sure that you are sufficiently familiar with the requirements to recommend the right Reducer for the purpose, as you will readily appreciate that the Reducer used will have considerable bearing on the results obtained.

2-24-25

C. P. Jarden

Slate Switchboard Finishes

In order to meet an extensive demand for material suitable for finishing slate switchboards, we have worked out a system of switchboard finishes, which are insulators, and therefore well suited for work of this character, being durable and possessing all other essential characteristics.

It is our observation that the majority of switchboard manufacturers have been employing a cheap or moderate priced Black Japan, either air drying or baking for this work with rather unsatisfactory results, and for this reason we believe that a well outlined system which can be depended upon to give the right character of finish, will readily appeal to the majority of firms doing this class of work.

In order that you may solicit this business to advantage we are forwarding you finished samples showing our baking system as outlined below, and we are also attaching a list of possibilities located in your division.

For the baking system we recommend two coats of Special Insulating Switchboard Enamel Baking brushed without reduction and each coat baked three hours at 350 degrees Fahr. followed by third and fourth coats of Special Insulating Switchboard Finishing Varnish Baking brushed without reduction and each coat baked 6 hours at 225 degrees F. A dull or semi gloss finish is desirable as you will note from examining sample, and this can be secured by rubbing the last coat of Special Finishing Varnish with pumice stone and water, and polishing slightly.

The air drying finish is produced with three coats of Special Insulating Switchboard Enamel Air Drying applied without reduction, allowing each coat 7 to 9 hours to dry, followed by a coat of Special Insulating Switchboard Finishing Varnish Air Drying.

Prices are as follows:-

Special Insulating Switchboard Enamel Baking - 75¢ in bbls.
" " " Finishing Varnish Baking, \$1.75 in bbls.
" " " Enamel Air Drying, \$1.00 in bbls.
" " " Finishing Varnish Air Drying, \$1.00 in bbls.

Inasmuch as no Rx numbers have been assigned to the above, kindly refer any orders to this department. Wherever consumers are unwilling to adopt our system as outlined, we will be glad to consider their individual requirements.

Yours very truly,

O. A. HASSE

Dis. by
RWB-S R. W. BUCHANAN (signed)

Machen & Mayer Elect. Mfg. Co.	Philadelphia, Pa.
Falote Co., E. T.	Philadelphia, Pa.
Baseler & Heinzen	Camden, N. J.
Reinmann & Co., Inc.	Philadelphia.
Pringle Elect. Mfg. Co.	Philadelphia.
Walker Elect. Co.	Philadelphia.

Manager.

241 + Reinmann

17th & Vine Sts.

3701 Arch St.

537 D. 7th St. Camden

550 5th St.

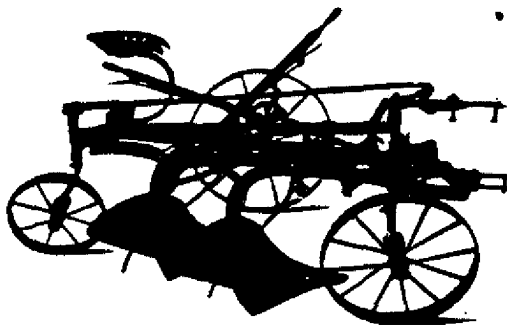
1906 No 6th St.

2316 North 2d

MANUFACTURERS' SALES DEPARTMENT

REPRESENTATIVES' CONFIDENTIAL PRICE-LIST

**MANUFACTURERS' SUNDRIES, BEDSTEAD ENAMELS AND
AGRICULTURAL IMPLEMENT PAINTS
MACHINE PAINTS AND ENAMELS
INSULATING MATERIALS**



B55b K-13 377

0007-SWP-000010355

Barrel #5 pack.

White	20512	51
Red	20447	4
Yellow	20449	4 1/2
Green	20535	3 1/2
Brown	20617	3 3/4
Mineral Red	20448	3 1/2
Blue L.	20404	4 1/2
" D.	20419	5
Straw	3253	6 1/4

BtL pt reducer 069. Thin 100%.
 dry 30 minute hard to hand
 with a light gloss.

GREENHOUSE PAINT

In various sections of the country there is a large demand for Special Greenhouse White used particularly for the exterior of greenhouses. For this class of work we have developed a splendid Greenhouse Paint and while designed particularly for this class of work, it is also a splendid paint for exterior work where a medium priced product is required and where they will not pay the price for S.W.P. Gloss White.

Greenhouse Paint contains approximately -

65% Zinc
20% Lead Sulphate
15% Silicate
Linseed Oil and specially treated
Drying Oils .

Weight is about 13 lbs. to the gallon. It will dry to recoat over night and cover splendidly.

Prices are as follows:

1s \$1.45 per gal.
5s & Bbls. 1.40 " "

On large jobs, which will require 100 gals or more, you are at liberty to quote a special price in barrels only of \$1.25.

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FOR CONFIDENTIAL USE OF REPRESENTATIVES

The prices named in this catalogue are not intended for dealers and will not be recognised for that trade.

"A" prices are bottom to largest buyers for the size package indicated.

"B" prices are for medium to large buyers.

Smaller buyers should always be sold at an advance of 10 to 25 per cent over "B" prices, depending on their consumption.

"A" and "B" prices are *net* and not subject to discount.

All prices named are *f. o. b.* factory.

Where necessary to sell goods delivered, freight must be added *from factory to delivery point*.

If necessary to make any concessions, write or wire your manager for instructions.

AGRICULTURAL IMPLEMENT PASTE PRIMERS AND PAINTS

In presenting our list of Agricultural Implement Paste Primers and Paints to the sales force, we have endeavored to so arrange the information on this line of material that it will be most accessible and easy to use.

We have passed through and left behind a period of experimenting with cheaper substitutes for raw materials employed in the manufacture of Implement Paints. We have now directed all our attention to the manufacture of these paints in such large quantities that the cost will be reduced by reason of the tonnage rather than by the substitution of anything but the most approved ingredients.

In order to accomplish this as far as possible from the sales end, the Implement Paints herewith listed have been made to conform as nearly as possible with the standard set by our Dragon and Tartar Red Pastes. Having put the standard of quality where it will unquestionably be satisfactory for all but very special requirements, we are endeavoring to give you every possible aid in the selling of these particular paints so that it will be unnecessary for the representatives to order special batches or to have samples of our competitors' material analyzed and matched.

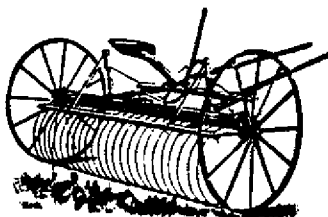
The pigments are all selected to give the best possible results as to brilliancy of color, fastness to light, durability of paint film and working qualities during application, and only those vehicles are used which have proved both safe and permanent. Many cheaper paints are being turned out than these, but in every case if care is taken to make close comparative tests, our line of implement paints will prove the cheapest for the consumer.

We draw particular attention to the line of Dragon Reds, both brush and dip, and would say that the Dipping Dragon Reds, while they are specially made for dipping, are also excellent for ordinary brushing work, but the line of Brushing Dragon Reds has been added to meet extreme brushing conditions.

The line of new Wagon Box Greens, No. 364, No. 366, No. 367 and No. 368, is specially recommended for all A. I. P. Green work and should be sold in preference to anything else. They are of sufficient strength for any ordinary implement painting either brush or dip and are of good, bright shade and exceptional durability.

Non-Fading Wagon Red, Light, No. 523, is a red which is now being applied on more wagons than any other red in the market today and is distinguished by the fact that it is almost absolutely permanent and not only retains its shade on exposure but also in the warehouse, so that material shipped from the warehouse that has been painted several months is just as brilliant as when first coated. This is the red we are selling to several of the largest wagon-makers in the country and should be given special attention by every representative.

Of the other colors such as Yellows, Blues, Grays, Maroons, etc., one paint of each type has been selected which is best adapted to the needs of the trade and the assortment should cover all ordinary requirements.



A. I. P. PRIMERS

303 Calumet Primer (Brush and Dip). Weight 20 pounds per gallon. Dries in from 6 to 8 hours; for dipping, should be reduced 14 to 16 pounds to gallon; for brushing, 16 to 18 pounds to gallon. Primarily for brush work. Gives good results, however, for dip work also.

barrels	1/2 barrels	25s
A 5 3/4	A 5 3/4	A 6 1/2
B 6 1/2	B 6 1/2	B 7 1/2

316 Pink Primer (Brush and Dip). Weight 19.15 pounds per gallon. Dries in from 5 to 6 hours; for dipping, should be reduced 18 to 20 pounds to gallon; for brushing, 20 to 24 pounds per gallon. Primarily for brush work, but also gives good results for dipping purposes.

barrels	1/2 barrels	25s
A 6	A 6 1/2	A 7 1/2
B 6 1/2	B 6 1/2	B 7 1/2

317 Pink Primer (Dip). Weight 16.67 pounds per gallon. Dries in from 5 to 6 hours; for dipping, should be reduced 14 to 16 pounds per gallon. Particularly well adapted to dip work. For brush work, recommend No. 316, which is the same shade, listed above.

barrels	1/2 barrels	25s
A 5 3/4	A 5 3/4	A 6 1/2
B 6 1/2	B 6 1/2	B 7 1/2

315 Red Primer (Brush and Dip). Weight 16 pounds per gallon. Dries in from 6 to 8 hours; for dipping bare wood, should be reduced 8 to 10 pounds to gallon and bare iron 10 to 12 pounds; for brushing bare wood 12 to 14 pounds, and bare iron 14 to 16 pounds.

barrels	1/2 barrels	25s
A 5 3/4	A 5 3/4	A 6 1/2
B 6 1/2	B 6 1/2	B 7 1/2

309 Green Primer (Brush and Dip). Weight 19 pounds per gallon. Dries in from 5 to 6 hours; for dipping, should be reduced 16 to 18 pounds per gallon; for brushing, 18 to 20 pounds per gallon. Gives brilliant green shade for both dip and brush work.

barrels	1/2 barrels	25s
A 5 3/4	A 5 3/4	A 6 1/2
B 6 1/2	B 6 1/2	B 7 1/2

301 Yellow Primer (Brush and Dip). Weight 16 pounds per gallon. Dries in from 8 to 10 hours; for dipping, should be reduced 14 to 16 pounds to gallon; for brushing, 16 to 18 pounds per gallon. Gives splendid results for both brush and dip work.

barrels	1/2 barrels	25s
A 5 3/4	A 5 3/4	A 6 1/2
B 6 1/2	B 6 1/2	B 7 1/2

A. I. P. REDS

499 Implement Maroon. Weight 16.50 pounds per gallon. Dries in from 6 to 8 hours; for dipping black iron, should be reduced 12 to 14 pounds; for dipping bare wood, 10 to 12 pounds to gallon; for brushing bare iron, 16 to 18 pounds, and bare wood, 14 to 16 pounds. Produces an unusually attractive shade of maroon.

barrels	1/2 barrels	25s
A 5 3/4	A 5 3/4	A 6 1/2
B 6 1/2	B 6 1/2	B 7 1/2

501 Premier Non-Fading Red. Weight 15.40 pounds per gallon. Dries in from 6 to 8 hours; for dipping, should be reduced 14 to 16 pounds per gallon, for brushing, 16 to 18 pounds.

barrels	1/2 barrels	25s
A 5 3/4	A 5 3/4	A 6 1/2
B 6 1/2	B 6 1/2	B 7 1/2

517 Tartar Red Light (Brush). Weight 18.50 pounds per gallon. Dries in from 6 to 8 hours; for brushing, should be reduced 17 to 19 pounds per gallon. Recommended particularly for brush work.

barrels	1/2 barrels	25s
A 5 3/4	A 5 3/4	A 6 1/2
B 6 1/2	B 6 1/2	B 7 1/2

A I P PRIMER CX 2349

We have recently received numerous requests for Red Primer to be approximately the shade of our No. 315 Red Primer, Rx 20342 and to sell at the price for the latter Rx prior to advances in price.

To meet these persistent appeals we have developed the above material which is of the same quality as Rx 20342 and is a close approximate in shade, but as it does not carry the high priced dye stuffs as does Rx 20342, the cost is necessarily lower and we believe that as it is used for a primer under Red Pastes, the matter of shade is of very little importance.

The weight of the material is 15½ pounds to the gallon. For brush work over iron it will cover solid at a reduction of 14 to 16 pounds to a gallon of Naphtha. On wood a reduction of from 12 to 14 pounds to a gallon of Naphtha suffices. The goods dry in from 6 to 8 hours or in the same time as our regular A I P Primers.

It is a combination brushing and dipping primer and is regularly being used in both ways at present. It is so constructed that it will not settle or liver in the dipping tank. For dipping, about 2 pounds less than for brushing should be used either for wood or iron. The A price in barrels and half barrels is 6¢ per pound and in 25s, 6½¢ per pound. The B price is 1¢ per pound higher in each sized package.

We have practically diverted all business on Rx 20342 to the above and would suggest that you furnish this material for a primer to displace wherever possible our No. 315 Primer, Rx 20342.

PRIMERS TO RUSH

PINK PRIMER(80066): is well adapted for priming or undercoating when repainting gears on wagons, and all our Reds except the deeper shade will cover over it. It is ground very finely and will produce a much better surface to apply the Reds over than a shop made mixture will when made of lead and dry red. It is also much cheaper as it is one and one-third in bulk to lead and at the present price of lead and oil is economical. This is a good talking point and seldom fails to land a man.

YELLOW,BROWN,GRAY AND GREEN PRIMERS: The talking points are the same as on the Red. Brown should always be talked for undercoating for Red Lake. Where these goods are sold for repair painting exclusively, where necessary we will label these goods "Gear Ground Colors." Advocate that they be reduced with turpentine only wherever it is possible as they work much better than when thinned with benzine.

WHITE PRIMER: Very nice piece of goods and can be sold for bringing up all white work, either body or gears, to the last coat, which should be White Enamelastic Hard Drying Interior, which can be rubbed and produces a very beautiful white job. When striped with light blue or light green, is very effective.

DEY NEEDS TO PUSE

Carnelian Vermilion (10033) For abright, light red for wagon gears where a near approach to English Vermilion is desired, there is nothing to beat Carnelian Vermilion and when striped in black broad line and white fine line, is very dashy.

Weber Red (10186) is the best all around red to offer the wagon trade for a gear red is very rich in shade and permanent in color and has exceptional covering qualities; is also very light in gravity, which is a big point to talk on, as (100) is equal to (140 of Moser's Hold-Fast in bulk and covering quality.

Consicor Red (1077) is a very handsome shade of medium dark red; rich in tone; covers good and is very permanent for this shade of red.

Premier Non-Fading Red Lake (10064) One of the handsomest Lake Reds ever made and is very durable, which is a great talking point for a Red Lake. When striped in black or in black and white, or black and orange, is very rich looking.

DRAGON REDS.

*Discontinued
Tartar Reds substituted*

I have your inquiry of the 16th requesting information as fully as possible regarding the above materials. I had understood that this information was to be bulletined by Mr. Hasson's Dept. but I will give you some information regarding same as follows:

As you doubtless know, we have been furnishing Tartar Reds to the trade for a long time but in view of the fact that Linseed Oil and other raw materials advanced materially in price some time ago, necessitating an advanced price to the various implement manufacturers and they having become in a measure reconciled to these higher prices, various paint manufacturers have endeavored to maintain the prices supplying a better grade of material, in this way, of course, giving the implement manufacturer a better and more durable finish and at the same time eliminating a number of the old troubles, which existed on account of dissatisfaction arising occasionally on the part of the implement manufacturers, due largely to results not entirely satisfactory to them. We, therefore, established our line of Dragon Reds.

The shades adopted were selected with a view to meeting the present demands of the trade to the greatest possible extent. For instance, the light shades are lighter than the old Tartar Light, the reason for this being that the large implement manufacturers appear to be drifting to a little lighter color, and another reason for this is that by using this lighter color we were enabled to make use of a lighter dye, which although twice as expensive as the ordinary dye used in implement paints, is also much more permanent and due to this permanency we feel that exposure tests, etc. put out at the solicitation of our representatives would be bound to win out over material made by our competitors and assist the salesmen in securing the business. The Dragon Reds are practically 40% stronger in covering than the old Tartar Reds, are much more permanent and are more brilliant in color. The numbers on these materials are as follows:-

Cx 1990	Cx 1992
Cx 1991	Cx 1993

Cx 1990 represents Dragon Red Light Dipping, covers absolutely solid at a reduction of 10 lbs. to the gallon of Naphtha over wood or iron.

Cx 1991 represents Dragon Red Light Brushing, corresponding in shade to the Cx 1990. This material should be reduced practically 16 lbs. to the gallon for brush work, at which reduction it shows extremely good covering and brilliancy of color. Both of these light shades of Dragon Red are lighter than the Tartar Red Light.

Cx 1992 represents Dragon Red Dipping Medium. This was given the name of Medium although there is no Dark in the Dragon Red Line. Cx 1992 is practically the same depth as Tartar Red Medium. This material covers absolutely solid when reduced at a proportion of 10 lbs. to the gallon of Naphtha, and in fact will even stand a reduction down to 9 lbs. to the gallon, although we do not recommend reducing it this far, unless necessary to compete on a price basis with competitor's material.

Cx 1993 represents the Medium shade of Dragon Red Brushing, corresponding in color with Cx 1992. This material when reduced 14 to 16 lbs. to the gallon shows splendid covering.

Dragon Reds being more expensive than Tartar Reds it necessarily cannot be sold as low and for that reason we decided to continue the Tartar Red line with which to meet competition on price basis only.

Trusting the above is satisfactory to you, I am

Yours very truly,

F. R. BIGELOW (signed)

Supt. Pt. & Varn. Mfg.

FRS-JI - June 20, 1913.
(E)

Handwritten signature
BULLETIN NO. 313

WFRS' SALES DEPARTMENT.

RETURN TO
H. F. E.

December 2, 1915.

Subject - Advance in Prices

Supplementing Bulletin No. 312, of the 19th inst., kindly arrange to correct prices in the Manufacturers' Section of the Price List on the following materials as specified below.

Prices are effective immediately.

Pages 104 - 107, INC.

A. I. P. PRIMERS and COLORS--NEW PRICES

	B Bbls. and 1/2 bbls.	B 25's
303 Calumet Primer, Rx 80068	.06½	.07½
316 Pink Primer, Rx 20701	.07	.07½
317 Pink Primer (Dip), Rx 20521	.07½	.08½
309 Green Primer, Rx 20714	.07½	.08
301 Yellow Primer, Rx 853	.07	.07½
364 Special Wagon Box Green LL, Rx 20926	.08½	.09½
366 New Wagon Box Green L (Dipping), Rx 20572	.08½	.09½
367 New Wagon Box Green M (Dipping), Rx 20573	.08½	.09½
368 New Wagon Box Green D (Dipping), Rx 20574	.09½	.10½
371 New Wagon Box Green L (Brushing), Rx 194	.09	.09½
373 New Wagon Box Green M (Brushing), Rx 195	.10	.10½
379 New Wagon Box Green D (Brushing), Rx 196	.10½	.11½
322 Canary Yellow, Rx 3772	.08	.08½
325 Farm Wagon Gear Yellow, Rx 20785	.10	.10½
341 Light Chrome Yellow, Rx 3695	.10	.10½

DEC 2 1915

0007-SWP-000010367

	B Bbls. and 1/2 bbls.	B 25's
342 Medium Chrome Yellow, Rx 3670 ✓	.10	.10½
346 Orange Chrome Yellow, Rx 3749	.10	.10½
421 Light Blue, Rx 3682	.09½	.10½
423 Medium Blue, Rx 3699	.09½	.10½
424 Deep Blue, Rx 3758	.10½	.11½
390 Light Gray, Rx 3734	.08½	.09
391 Medium Gray, Rx 3712	.08½	.09

"A" prices 1¢ per pound less, all size packages.

Page 108.

DRY COLORS.

<u>GREENS.</u>	B 100's	B Bbls.
756 Wagon Box Green L, Rx 11003	.08½	.08
757 Wagon Box Green M, Rx 11004	.09½	.09
758 Wagon Box Green D, Rx 11005	.10½	.10

"A" prices 1/2¢ per pound less, both size packages.

These prices will apply only on small orders for immediate shipment, and any large orders even for immediate shipment should be referred to us for price prior to acceptance. (We cannot quote price at this time on Dry Greens for future shipment.)

YELLOWS C. P.

The prices on these materials have been withdrawn as per our wire, and all orders should be referred to us for price.

YELLOWS, EXTRA CHROME

	B 100's	B Bbls.
784 Lemon, Rx 12018	.13½	.13

	B 100's	B Bbls.
785 Medium, Rx 12019	.13½	.13
786 Orange, Rx 12017	.13½	.13
787 Dark Orange, Rx 12020	.13½	.13

"A" prices 1/2¢ per pound less, both size packages.

YELLOWS, NO. 1

	B 100's	B Bbls.
788 Light, Rx 12013	.08	.07½
789 Medium, Rx 12015	.08	.07½
790 Orange, Rx 12016	.08	.07½
791 Dark Orange, Rx 12021	.08	.07½

"A" prices 1/2¢ per pound less, all size packages.

Page 110

SPECIAL LUSTRAL ENAMELS (LIQUID), FOR BRUSHING

	B 1's	B 5's	B Bbls.
602 Green, Rx 6602	\$1.35	\$1.15	\$1.10
604 Green, Rx 6604	1.45	1.25	1.20
605 Green, Rx 6605	1.45	1.25	1.20
606 Green, Rx 6606	1.70	1.50	1.45
607 Green, Rx 6607	1.70	1.50	1.45
608 Green, Rx 6608	1.70	1.50	1.45
609 Green, Rx 6609	1.80	1.60	1.55
616 Olive Green, Medium, Rx 6616	1.35	1.15	1.10
622 Blue, Rx 6622	1.60	1.40	1.35

	B 1's	B 5's	B Bbls.
625 Blue, Rx 6625	\$1.85	\$1.65	\$1.60
629 Blue, Rx 6629	1.60	1.40	1.35
631 Blue, Rx 6631	1.60	1.40	1.35
642 Maroon, Rx 6642	1.10	.90	.85
643 Maroon, Rx 6643	1.10	.90	.85
644 Maroon, Rx 6644	1.10	.90	.85
645 Maroon, Rx 6645	1.50	1.30	1.25
671 Yellow, Medapp, Rx 6671	1.55	1.35	1.30
672 Yellow, Orange, Rx 6672	1.55	1.35	1.30
680 Gray, Rx 14251	1.45	1.25	1.20
685 Gray Intermediate, Rx 14259	1.45	1.25	1.20
690 Brown, Rx 14428	1.45	1.25	1.20

"A" prices 10¢ per gallon less, all size packages.

WE HAVE ADDED TO THIS LINE MAROON NOS. 642, 643 AND 644. COLOR chips of same are now being prepared, and will be distributed in the next few days. The shades of Maroon are constructed of domestic pigments, and owing to the very favorable prices which we can make, we believe there is a splendid market for these three shades, particularly in view of the almost prohibitive prices on Maroons and Reds constructed of dyes.

WE HAVE ALSO ADDED TO THIS LINE NO. 672 ORANGE YELLOW. WE HAVE HAD SEVERAL REQUESTS FOR A SHADE OF THIS KIND.

VARNISH COLORS (LIQUID), FOR DIPPING			
685	685	685	685
686	686	686	686
689	689	689	689
695 Green, Rx 6895	1.15	1.15	1.15
696 Green, Rx 6896	1.40	1.40	1.40
699 Green, Rx 6899	1.30	1.30	1.30

"A" prices 10¢ per gallon less.

MANUFACTURES SALES DEPARTMENT

Bulletin No. 318

January 7, 1916

Subject: Advance in Prices and Changes in Listed Goods

EASTERN EDITION

Supplementing Bulletin No. 313 of December 2nd, at which time we announced we were prepared to manufacture any reasonable quantity of Maroon Varnish Colors Nos. 642, 643 and 644, wish to advise that the factory have been unable to arrange for raw material for the production of Maroon No. 644, Rx. 6644, and temporarily we will be compelled to discontinue the sale of this Rx. We, however, can manufacture any reasonable quantity of the Nos. 642 and 643.

No. 645 Maroon Special Lustral Enamel, Page 110. - Please withdraw prices mentioned on these goods in Bulletin No. 313 of December 2nd. Our inability to procure a further supply of dye makes this action necessary. All prices on this Rx should be secured from this office.

Machine Paint E, Rx. 64, Page 116 - Advance 1/4¢ per pound over the price in Bulletin No. 313, making the new prices as follows:

B	B
25s	1/2 bbls. and bbls.
.07½	.06

"A" prices 1¢ per pound less, all size packages.

No. 318 Red Primer, Brush and Dip, Rx. 21058—The percentage of dye employed in the manufacture of No. 315 A.I.P. Red Primer, Rx. 20342 necessitates asking a price which is even higher than the price we have been charging for Paratol Red Paste. Inasmuch as the primer is used under Red Paste it is not consistent to use a higher-priced material as a primer. We have consequently developed the above primer which contains a smaller percentage of dye but is not quite as deep a red as Rx. 20342. However, it is a good, medium red shade and represents a suitable shade for use under Paratol Reds where Pink Primers are not entirely satisfactory for shade. For dip-work should be reduced approximately 15 pounds to the gallon of naphtha. For brush-work it should be used slightly heavier. Has excellent covering qualities, in fact slightly better than Rx. 20342. Dries on schedule time and being of light gravity stands up well in the dip tank. The prices will be as follows:

B	B
25s	1/2 bbls. and bbls.
.08	.07½

"A" prices 1¢ per pound less.

Yours very truly,

J. F. W.
J. F. W.
12 1916
Manager

Dist. Sales & Pro. Mgrs. except Pacific Coast
All representatives except Pacific Coast
PLM HJH CGB AJB WHC HJD JPB WRS HLG JWG
CML ADJ RWL OET JGW ARW OAH RVB WJL

Central Atlantic Division

Bulletin No. 89

Mar. 6, 1916 191

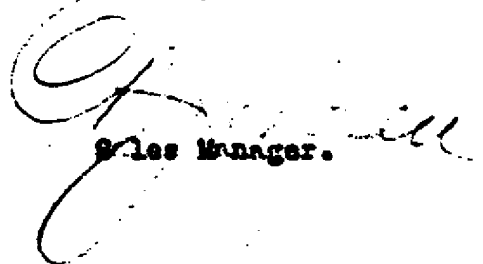
Subject Paratol Red

For Mr. Larkins

Due to the large amount of business we have already taken, any new orders or contracts for Paratol Red must specify that no shipment is to be made prior to April 15th, as we cannot undertake to make any new shipments before that date.

The "A" price in half barrels is 9½¢, but I think you will have no difficulty in obtaining 10 or 10½¢.

Yours very truly,



Sales Manager.

CPJ-C

A. I. P. REDS—Continued

- 518 Tartar Red Light (Dip). Weight 15.50 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 12 pounds per gallon and used for dipping purposes, primarily.

barrels		$\frac{1}{2}$ barrels		25s	B
A	B	A	B	A	B
9 3/4	7 3/4	9 3/4	7 3/4	12 1/2	8 1/2

- 519 Tartar Red Medium (Brush). Weight 18.20 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 17 to 19 pounds per gallon for brush work. A popular shade among the trade.

barrels		$\frac{1}{2}$ barrels		25s	B
A	B	A	B	A	B
10 3/4	7 3/4	10 3/4	7 3/4	12 1/2	8 1/2

- 520 Tartar Red Medium (Dip). Weight 14.80 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 12 pounds to gallon for dip work.

barrels		$\frac{1}{2}$ barrels		25s	B
A	B	A	B	A	B
9 3/4	7 3/4	9 3/4	7 3/4	12 1/2	8 1/2

- 521 Tartar Red Deep (Brush). Weight 18.30 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 17 to 19 pounds to gallon for brush work.

barrels		$\frac{1}{2}$ barrels		25s	B
A	B	A	B	A	B
10 3/4	7 3/4	10 3/4	7 3/4	12 1/2	8 1/2

- 522 Tartar Red Deep (Dip). Weight 14 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 10 to 12 pounds to gallon for dip work.

barrels		$\frac{1}{2}$ barrels		25s	B
A	B	A	B	A	B
9 3/4	7 3/4	9 3/4	7 3/4	12 1/2	8 1/2

- 523 Non-Fading Wagon Red, Light. Weight 18.40 pounds per gallon. Dries in from 6 to 8 hours; for brushing, should be reduced 18 to 20 pounds per gallon. Produces light, brilliant shade; absolutely permanent and should be introduced wherever possible.

barrels		$\frac{1}{2}$ barrels		25s	B
A	B	A	B	A	B
11 1/4	11 1/4	11 1/4	11 1/4	12	12

- 524 Special Wagon Vermilion. Weight 23.25 pounds per gallon. Dries in from 10 to 12 hours; should be reduced 24 pounds to gallon. Splendid covering power. Particularly adapted for one-coat work. Not adapted to dipping.

barrels		$\frac{1}{2}$ barrels		25s	B
A	B	A	B	A	B
11 1/4	11 1/4	11 1/4	11 1/4	12	12

- 530 Dragon-Red Light (Brush). Weight 17.50 pounds per gallon. Dries in from 6 to 8 hours; for brushing, should be reduced 16 pounds per gallon. Primarily for brush work, but can also be dipped, at 14 pounds per gallon.

barrels		$\frac{1}{2}$ barrels		25s	B
A	B	A	B	A	B
8 1/2	8 1/2	8 1/2	8 1/2	9 1/4	9 1/4

- 531 Dragon-Red Light (Dip). Weight 14 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 10 pounds per gallon.

barrels		$\frac{1}{2}$ barrels		25s	B
A	B	A	B	A	B
8 1/2	8 1/2	8 1/2	8 1/2	9 1/4	9 1/4

- 532 Dragon-Red Dark (Brush). Weight 17.50 pounds per gallon. Dries in from 6 to 8 hours; for brushing, should be reduced 16 pounds per gallon. Primarily for brush work, but can also be dipped, at 14 pounds per gallon.

barrels		$\frac{1}{2}$ barrels		25s	B
A	B	A	B	A	B
8 1/2	8 1/2	8 1/2	8 1/2	9 1/4	9 1/4

- 533 Dragon-Red Dark (Dip). Weight 14 pounds per gallon. Dries in from 6 to 8 hours; should be reduced 10 pounds per gallon.

barrels		$\frac{1}{2}$ barrels		25s	B
A	B	A	B	A	B
8 1/2	8 1/2	8 1/2	8 1/2	9 1/4	9 1/4

Parental Red, 8-9 8-9 8 3/4 9 3/4

- [illegible]

barrels ½ barrels 25s
 A B A B A B
~~7 1/2~~ ~~7 1/2~~ ~~7 1/2~~ ~~7 1/2~~ ~~7 1/2~~ ~~7 1/2~~
~~7 1/2~~ ~~7 1/2~~ ~~7 1/2~~ ~~7 1/2~~ ~~7 1/2~~ ~~7 1/2~~
~~7 1/2~~ ~~7 1/2~~ ~~7 1/2~~ ~~7 1/2~~ ~~7 1/2~~ ~~7 1/2~~
 10 10 10 10 10 10
 pounds per gallon. Dries in from 6 to 10 days

- barrels $\frac{1}{2}$ barrels 25a
- | | | |
|--|--|--|
| $\frac{A}{B}$ | $\frac{A}{B}$ | $\frac{A}{B}$ |
| $\frac{7 \frac{1}{4}}{10 \frac{1}{2}}$ | $\frac{7 \frac{1}{2}}{10 \frac{1}{2}}$ | $\frac{8 \frac{1}{2}}{12 \frac{1}{2}}$ |

barrels		$\frac{1}{2}$ barrels		25c	
B	73 1/4	B	73 1/4	B	73 1/4
73 1/4	114 1/2	73 1/4	114 1/2	73 1/4	114 1/2

- [illegible]

- barrels $\frac{1}{2}$ barrels 25a
- | | | | | | |
|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| A | B | A | B | A | B |
| ~~1 1/2~~ | ~~2 1/2~~ | ~~1 1/2~~ | ~~2 1/2~~ | ~~1 1/2~~ | ~~2 1/2~~ |
| ~~2 1/2~~ | ~~3 1/2~~ | ~~2 1/2~~ | ~~3 1/2~~ | ~~2 1/2~~ | ~~3 1/2~~ |
| ~~3 1/2~~ | ~~4 1/2~~ | ~~3 1/2~~ | ~~4 1/2~~ | ~~3 1/2~~ | ~~4 1/2~~ |
| ~~4 1/2~~ | ~~5 1/2~~ | ~~4 1/2~~ | ~~5 1/2~~ | ~~4 1/2~~ | ~~5 1/2~~ |
| ~~5 1/2~~ | ~~6 1/2~~ | ~~5 1/2~~ | ~~6 1/2~~ | ~~5 1/2~~ | ~~6 1/2~~ |
| ~~6 1/2~~ | ~~7 1/2~~ | ~~6 1/2~~ | ~~7 1/2~~ | ~~6 1/2~~ | ~~7 1/2~~ |
| ~~7 1/2~~ | ~~8 1/2~~ | ~~7 1/2~~ | ~~8 1/2~~ | ~~7 1/2~~ | ~~8 1/2~~ |
| ~~8 1/2~~ | ~~9 1/2~~ | ~~8 1/2~~ | ~~9 1/2~~ | ~~8 1/2~~ | ~~9 1/2~~ |
| ~~9 1/2~~ | ~~10 1/2~~ | ~~9 1/2~~ | ~~10 1/2~~ | ~~9 1/2~~ | ~~10 1/2~~ |
| ~~10 1/2~~ | ~~11 1/2~~ | ~~10 1/2~~ | ~~11 1/2~~ | ~~10 1/2~~ | ~~11 1/2~~ |
| ~~11 1/2~~ | ~~12 1/2~~ | ~~11 1/2~~ | ~~12 1/2~~ | ~~11 1/2~~ | ~~12 1/2~~ |
| ~~12 1/2~~ | ~~13 1/2~~ | ~~12 1/2~~ | ~~13 1/2~~ | ~~12 1/2~~ | ~~13 1/2~~ |
| ~~13 1/2~~ | ~~14 1/2~~ | ~~13 1/2~~ | ~~14 1/2~~ | ~~13 1/2~~ | ~~14 1/2~~ |
| ~~14 1/2~~ | ~~15 1/2~~ | ~~14 1/2~~ | ~~15 1/2~~ | ~~14 1/2~~ | ~~15 1/2~~ |
| ~~15 1/2~~ | ~~16 1/2~~ | ~~15 1/2~~ | ~~16 1/2~~ | ~~15 1/2~~ | ~~16 1/2~~ |
| ~~16 1/2~~ | ~~17 1/2~~ | ~~16 1/2~~ | ~~17 1/2~~ | ~~16 1/2~~ | ~~17 1/2~~ |
| ~~17 1/2~~ | ~~18 1/2~~ | ~~17 1/2~~ | ~~18 1/2~~ | ~~17 1/2~~ | ~~18 1/2~~ |
| ~~18 1/2~~ | ~~19 1/2~~ | ~~18 1/2~~ | ~~19 1/2~~ | ~~18 1/2~~ | ~~19 1/2~~ |
| ~~19 1/2~~ | ~~20 1/2~~ | ~~19 1/2~~ | ~~20 1/2~~ | ~~19 1/2~~ | ~~20 1/2~~ |
| ~~20 1/2~~ | ~~21 1/2~~ | ~~20 1/2~~ | ~~21 1/2~~ | ~~20 1/2~~ | ~~21 1/2~~ |
| ~~21 1/2~~ | ~~22 1/2~~ | ~~21 1/2~~ | ~~22 1/2~~ | ~~21 1/2~~ | ~~22 1/2~~ |
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| ~~23 1/2~~ | ~~24 1/2~~ | ~~23 1/2~~ | ~~24 1/2~~ | ~~23 1/2~~ | ~~24 1/2~~ |
| ~~24 1/2~~ | ~~25 1/2~~ | ~~24 1/2~~ | ~~25 1/2~~ | ~~24 1/2~~ | ~~25 1/2~~ |
| ~~25 1/2~~ | ~~26 1/2~~ | ~~25 1/2~~ | ~~26 1/2~~ | ~~25 1/2~~ | ~~26 1/2~~ |
| ~~26 1/2~~ | ~~27 1/2~~ | ~~26 1/2~~ | ~~27 1/2~~ | ~~26 1/2~~ | ~~27 1/2~~ |
| ~~27 1/2~~ | ~~28 1/2~~ | ~~27 1/2~~ | ~~28 1/2~~ | ~~27 1/2~~ | ~~28 1/2~~ |
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| ~~29 1/2~~ | ~~30 1/2~~ | ~~29 1/2~~ | ~~30 1/2~~ | ~~29 1/2~~ | ~~30 1/2~~ |
| ~~30 1/2~~ | ~~31 1/2~~ | ~~30 1/2~~ | ~~31 1/2~~ | ~~30 1/2~~ | ~~31 1/2~~ |
| ~~31 1/2~~ | ~~32 1/2~~ | ~~31 1/2~~ | ~~32 1/2~~ | ~~31 1/2~~ | ~~32 1/2~~ |
| ~~32 1/2~~ | ~~33 1/2~~ | ~~32 1/2~~ | ~~33 1/2~~ | ~~32 1/2~~ | ~~33 1/2~~ |
| ~~33 1/2~~ | ~~34 1/2~~ | ~~33 1/2~~ | ~~34 1/2~~ | ~~33 1/2~~ | ~~34 1/2~~ |
| ~~34 1/2~~ | ~~35 1/2~~ | ~~34 1/2~~ | ~~35 1/2~~ | ~~34 1/2~~ | ~~35 1/2~~ |
| ~~35 1/2~~ | ~~36 1/2~~ | ~~35 1/2~~ | ~~36 1/2~~ | ~~35 1/2~~ | ~~36 1/2~~ |
| ~~36 1/2~~ | ~~37 1/2~~ | ~~36 1/2~~ | ~~37 1/2~~ | ~~36 1/2~~ | ~~37 1/2~~ |
| ~~37 1/2~~ | ~~38 1/2~~ | ~~37 1/2~~ | ~~38 1/2~~ | ~~37 1/2~~ | ~~38 1/2~~ |
| ~~38 1/2~~ | ~~39 1/2~~ | ~~38 1/2~~ | ~~39 1/2~~ | ~~38 1/2~~ | ~~39 1/2~~ |
| ~~39 1/2~~ | ~~40 1/2~~ | ~~39 1/2~~ | ~~40 1/2~~ | ~~39 1/2~~ | ~~40 1/2~~ |
| ~~40 1/2~~ | ~~41 1/2~~ | ~~40 1/2~~ | ~~4~~ | | |

- 106
- | barrels | | 1 1/2 barrels | | 25s | |
|------------------|------------------|------------------|------------------|------------------|------------------|
| A | B | A | B | A | B |
| ~~7 1/2~~ | ~~8 1/2~~ | ~~7 1/4~~ | ~~8 1/4~~ | ~~7 1/4~~ | ~~8 1/4~~ |
| 9 1/2 | 10 1/2 | 9 3/4 | 10 3/4 | 10 1/4 | 11 1/4 |

February 1, 1916

Subject: Advance in Prices and
Discontinuing of 36663 and 7088

EASTERN EDITION

Supplementing Bulletin No. 320 of the 25th inst., kindly arrange
to advance prices on the following materials:

Page 106

A. I. P. GREENS	Rx	ADVANCE	NEW "B" PRICES	
			$\frac{1}{2}$ -Bbls. & Bbls.	25s
Special Wagon Box Green, LL, . . .	20926	.01 1/2	.10 $\frac{1}{2}$	.11
New Wagon Box Green L, Dipping . .	20572	.01 $\frac{1}{2}$	.10	.10 $\frac{1}{2}$
New Wagon Box Green M, " . .	20573	.01 $\frac{1}{2}$	.10 $\frac{1}{2}$	.11 $\frac{1}{2}$
New Wagon Box Green D, " . .	20574	.01 $\frac{1}{2}$	.11 $\frac{1}{2}$	.12 $\frac{1}{2}$
New Wagon Box Green L, Brushing .	194	.01 $\frac{1}{2}$	.10 $\frac{1}{2}$	.11
New Wagon Box Green M, " . .	195	.02	.12	.12 $\frac{1}{2}$
New Wagon Box Green D, " . .	196	.01 $\frac{1}{2}$	.12	.12 $\frac{1}{2}$
Canary Yellow, ...	3772	.03 $\frac{1}{2}$	.11 $\frac{1}{2}$	.12 $\frac{1}{2}$
Farm Wagon Gear Yellow	20785	.02 $\frac{1}{2}$	.12 $\frac{1}{2}$	.13
Light Chrome Yellow	3695	.01 $\frac{1}{2}$	.11 $\frac{1}{2}$	.12 $\frac{1}{2}$
Medium Chrome Yellow	3670	.02	.12	.12 $\frac{1}{2}$
Orange Chrome Yellow	3749	.04	.14	.14 $\frac{1}{2}$

"A" prices 1¢ per pound less than above, both size packages.

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SPECIAL LUSTRAL ENAMELS	Rx	ADVANCE	NEW "B" PRICES.		
			1s	5s	Bbls.
No. 602 Green	6602	No change	\$1.35	\$1.15	\$1.10
No. 604 Green	6604	.10	1.55	1.35	1.30
No. 605 Green	6605	.20	1.65	1.45	1.40
No. 606 Green	6606	.15	1.85	1.65	1.60
No. 607 Green	6607	.15	1.85	1.65	1.60
No. 608 Green	6608	No change	1.70	1.50	1.45
No. 609 Green	6609	.30	2.10	1.90	1.85
No. 616 Olive Green, M	6616	.25	1.60	1.40	1.35
No. 622 Blue	6622	No change	1.60	1.40	1.35
No. 625 Blue	6625	" "	1.85	1.65	1.60
No. 629 Blue	6629	.50	2.10	1.90	1.85
No. 631 Blue	6631	No change	1.60	1.40	1.35
No. 671 Yellow M, ...	6671	.35	1.90	1.70	1.65
No. 672 Yellow O	6672	.35	1.90	1.70	1.65

"A" prices 10¢ per gallon less, all size packages.

VARNISH COLORS (LIQUID) FOR DIPPING

	Rx	ADVANCE	NEW "B" PRICES	
			Barrels only	
No. 805 Green, ...	6805	.15		\$1.30
No. 806 Green, ...	6806	.10		1.50
No. 809 Green, ...	6809	.25		1.75

"A" prices 10¢ per gallon less.

MACHINE ENAMELS (LIQUID)			1/4s	1s	5s
Green, Light, ...	7534	.50	\$2.75	\$2.50	\$2.25
					1/2 Bbls.

LUSTRAL ENAMELS (LIQUID)			1s	5s	1/2 Bbls.
Chrome Green, ...	6605	.15	\$1.80	\$1.65	\$1.55

"A" prices 10¢ per gallon less, all size packages.

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GAS-ENGINE ENAMELS (LIQUID)

Make same change as per above.

Page 116

PERFECT METHOD RED LEAD (PASTE)			ADVANCE	NEW "B" PRICES	
	Rx		25s	100s	1/2 Bbls.
Perfect Method Red Lead, Paste, 229		.01 1/2	.11 1/2	.11 1/2	.10 1/2
"A" prices 1/2¢ per pound less, all size packages.					
	Rx		1s	5s	1/2 Bbls.
Perfect Method Red Lead, per gallon, 15878		.50	\$3.30	\$3.25	\$3.20
"A" prices 10¢ per gallon lower, all size packages.					

Page 202

	Rx		"A"	"B"	LIST
Q-D No. 40 French Carmine, . . .	149		NOT	\$5.50	\$7.40
Q-D English Vermilion, L & D, . .	145-L & D		STY	6.00	8.00

Page 204

Q-D Prussian Blue, ...	147		DT	1.25	1.70

Page 205

U.S. Express Standard Vermilion, 145-D			STY	6.00	8.00

Page 205

Q-D YELLOWS	ADVANCE	"A"	"B"	LIST
Chrome, L, M, O, and DO.	.03	NY	.40	.56

Page 206

ENGLISH VERMILION, in tubes containing six ounces net, \$22.50 per dozen NET.

Page 207

FREE-FLOWING COLOR VARNISHES			1s	
	Rx	ADVANCE	"A"	"B"
Auto Yellow, ...	7830	.35	AFY	\$2.85
London Smoke, ...	7874	.35	AFY	2.85

As advised by letter some time ago, we are compelled to discontinue the manufacture of Vermilion, Rx 6663, listed on Page 110, and Free-Flowing Vermilion, Rx 7088, listed on Page 207, on account of our inability to secure Dye Stuff.

Please see that all lists are promptly corrected. We are now completing the printing of our Price List, which was held pending a definite decision on prices for listed materials.

Yours very truly,

A. I. P. YELLOWS

- 322 Canary Yellow. Weight 21.30 pounds per gallon. Dries in from 8 to 10 hours; should be reduced as follows: For dipping, 14 to 16 pounds, to gallon, for brushing, 16 to 18 pounds.

barrels $11\frac{1}{2}$ $11\frac{1}{2}$ $25s$ $12\frac{1}{4}$
 A B A B A B
 $11\frac{1}{2}$ $11\frac{1}{2}$ $11\frac{1}{2}$ $11\frac{1}{2}$ $11\frac{1}{2}$ $11\frac{1}{2}$

- 325 Farm Wagon Gear Yellow. Weighs 20.35 pounds per gallon. Dries in from 8 to 10 hours; should be reduced as follows: For dipping, 15 to 16 pounds, and brushing, 18 to 20 pounds per gallon. Used principally for gears, wheels and poles. Excellent results are obtained on wood, by dipping first coat, reduced at about 16 pounds to a gallon of naphtha, follow with semi-gloss coat made with approximately 14 pounds of color, one gallon of Pale Implement Finishing Varnish and one-half gallon of naphtha. For high-grade work, stripe and finish, or for medium grade work, merely stripe, using a gloss stripe. For cheaper work, which is only given one coat, recommend about 14 to 16 pounds of color to a gallon of Pale Implement Finishing Varnish, and from one-half to three-fourths gallon of naphtha.

Note—Paste should be reduced with naphtha before varnish is added, and only mixed as required for immediate use.

barrels $12\frac{1}{4}$ $12\frac{1}{4}$ $25s$ 13
 A B A B A B
 $12\frac{1}{4}$ $12\frac{1}{4}$ $12\frac{1}{4}$ $12\frac{1}{4}$ $12\frac{1}{4}$ $12\frac{1}{4}$

- 341 Light Chrome Yellow. Weight 20.65 pounds per gallon. Dries in from 8 to 10 hours; should be reduced as follows: For dipping, 12 to 14 pounds, for brushing, 14 to 16 pounds per gallon.

barrels $10\frac{1}{2}$ $10\frac{1}{2}$ $25s$ $10\frac{1}{2}$
 A B A B A B
 $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$

- 342 Medium Chrome Yellow. Weight 23.20 pounds per gallon. Dries in from 8 to 10 hours; should be reduced as follows: For dipping, 14 to 16 pounds, for brushing, 16 to 18 pounds per gallon.

barrels $10\frac{1}{2}$ $10\frac{1}{2}$ $25s$ $10\frac{1}{2}$
 A B A B A B
 $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$

- 346 Orange Chrome Yellow. Weight 21.35 pounds per gallon. Dries in from 8 to 10 hours; for brushing, should be reduced 22 pounds to gallon.

barrels $10\frac{1}{2}$ $10\frac{1}{2}$ $25s$ $10\frac{1}{2}$
 A B A B A B
 $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$

A. I. P. BLUES

- 421 Light Blue. Weight 17.35 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For dipping, 14 to 16 pounds, for brushing, 16 to 18 pounds per gallon.

barrels $10\frac{1}{2}$ $10\frac{1}{2}$ $25s$ $10\frac{1}{2}$
 A B A B A B
 $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$

- 423 Medium Blue. Weight 19.20 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For dipping, 14 to 16 pounds, for brushing, 16 to 18 pounds per gallon.

barrels $10\frac{1}{2}$ $10\frac{1}{2}$ $25s$ $10\frac{1}{2}$
 A B A B A B
 $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$

- 424 Deep Blue. Weight 17.60 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For dipping, 14 to 16 pounds, for brushing, 16 to 18 pounds, per gallon.

barrels $10\frac{1}{2}$ $10\frac{1}{2}$ $25s$ $10\frac{1}{2}$
 A B A B A B
 $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$

A. I. P. GRAYS

- 390 Light Gray. Weight 20.80 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For dipping, 16 to 18 pounds, for brushing, 18 to 20 pounds per gallon.

barrels $10\frac{1}{2}$ $10\frac{1}{2}$ $25s$ $10\frac{1}{2}$
 A B A B A B
 $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$

- 391 Medium Gray. Weight 20.20 pounds per gallon. Dries in from 6 to 8 hours; should be reduced as follows: For dipping, 14 to 16 pounds, for brushing, 16 to 18 pounds per gallon.

barrels $10\frac{1}{2}$ $10\frac{1}{2}$ $25s$ $10\frac{1}{2}$
 A B A B A B
 $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$ $10\frac{1}{2}$

DRY COLORS (FOR SUNDRY MANUFACTURERS' USE)

REDS

	100%	B	3/4 barrels and barrels	B
701 Premier Non-Fading Red, M.....	100.00	8 1/2	100.00	5
Tartar Red, L.....	100.00	8 1/2	100.00	5
Tartar Red, D.....	100.00	8 1/2	100.00	5

VERMILIONS

	2 1/2	2 1/2	20	20
723 Orinoco Vermilion.....	100.00	17 1/2	100.00	16 1/2
Genuine English Vermilion, Orange.....	100.00	17 1/2	100.00	16 1/2
Genuine English Vermilion, Scarlet.....	100.00	17 1/2	100.00	16 1/2
Genuine English Vermilion, Pale.....	100.00	17 1/2	100.00	16 1/2
Genuine English Vermilion, Extra Pale.....	100.00	17 1/2	100.00	16 1/2
Genuine English Vermilion, Deep.....	100.00	17 1/2	100.00	16 1/2
Genuine English Vermilion, Extra Deep.....	100.00	17 1/2	100.00	16 1/2

(These prices are subject to market fluctuations and will be furnished on application.)

GREENS

*withdrawn
refer to office
for prices.*

756 Wagon Box Green, L.....	100.00	5 1/2	100.00	5
757 Wagon Box Green, M.....	100.00	5 1/2	100.00	5
758 Wagon Box Green, D.....	100.00	5 1/2	100.00	5

YELLOWS, C. P.

780 Lemon.....	100.00	16 1/2	100.00	16
781 Medium.....	100.00	16 1/2	100.00	16
782 Orange.....	100.00	16 1/2	100.00	16
783 Dark Orange.....	100.00	16 1/2	100.00	16

YELLOWS, EXTRA CHROME

784 Lemon.....	100.00	13	100.00	12 1/2
785 Medium.....	100.00	13	100.00	12 1/2
786 Orange.....	100.00	13	100.00	12 1/2
787 Dark Orange.....	100.00	13	100.00	12 1/2

YELLOWS, No. 1

788 Light.....	100.00	7 1/2	100.00	7
789 Medium.....	100.00	7 1/2	100.00	7
790 Orange.....	100.00	7 1/2	100.00	7
791 Dark Orange.....	100.00	7 1/2	100.00	7

AGRICULTURAL IMPLEMENT STRIPING COLORS (PASTE) QUICK-DRYING

Put up in 5s PC.

No.	Color	B
552	Striping Vermilion	30
553	Striping Red	26
562	Striping Blue	22
573	Striping Chrome Yellow, M	22
590	Striping White	22
591	Striping Black	20

METALLIC PAINTS, VENETIAN RED, YELLOW OCHRE (PASTE)

[illegible]

STANDARD BULLETIN COLORS (PASTE)

For sign-board, bulletin and wall work

	100s	25s	5s	1s
Dragon Bulletin Red (Paste)	46 1/2	49	50	52
Tartar Bulletin Red (Paste)	55	58	57 1/2	59
	25	26	27 1/2	30

SPECIAL LUSTRAL ENAMELS (LIQUID). FOR BRUSHING

Can also be dipped		1s less than 25-gallon lots	1s 25-gallon lots or over	5s 25-gallon lots or over	barrels 50-gallon lots or over
No.					
602	Green	1 35	1 25	1 15	1 00
604	Green	1 40	1 35	1 25	1 20
605	Green	1 35	1 25	1 15	1 00
606	Green	1 40	1 35	1 25	1 20
607	Green	1 40	1 35	1 25	1 20
608	Green	1 40	1 35	1 25	1 20
609	Green	1 40	1 35	1 25	1 20
616	Olive Green, M.	1 35	1 25	1 15	1 10
622	Blue	1 50	1 40	1 30	1 25
625	Blue	1 50	1 40	1 30	1 25
629	Blue	1 50	1 40	1 30	1 25
631	Blue	1 50	1 40	1 30	1 25
645	Maroon	1 40	1 35	1 25	1 15
648	Maroon	1 40	1 35	1 25	1 15
649	Maroon	1 40	1 35	1 25	1 15
663	Vermilion	1 40	1 35	1 25	1 15
664	Spartan Red, M.	1 40	1 35	1 25	1 15
665	Spartan Red, D.	1 40	1 35	1 25	1 15
906	Tartar Red, L.	1 40	1 35	1 25	1 15
907	Tartar Red, M.	1 40	1 35	1 25	1 15
908	Tartar Red, D.	1 40	1 35	1 25	1 15
671	Yellow, M.	1 55	1 45	1 35	1 30
680	Gray	1 45	1 35	1 25	1 20
	Gray Intermediate Coat	1 45	1 35	1 25	1 20
680	Brown	1 40	1 30	1 20	1 15

VARNISH COLORS (LIQUID). FOR DIPPING

Can also be brushed

No.		barrels 50-gallon or over
805	Green	95
806	Green	1 05
809	Green	1 05
864	Spartan Red, M.	1 00
865	Spartan Red, D.	1 00

MACHINE ENAMELS (LIQUID)

For high-gloss finish on fine machinery, metal surfaces, etc.

	1/2s	1s	5s
Black	2 25	2 00	1 75
Bronze Green	3 00	2 75	2 50
Carmine	3 75	3 50	3 25
Green, Light	2 25	2 00	1 75
Green, Dark	2 25	2 00	1 75
Wine	3 00	2 75	2 50

ATLANTIC COAST DISTRICT
CENTRAL ATLANTIC SALES DIVISION
DELAWARE AVENUE AND CHESTNUT STREET, PHILADELPHIA, PA.

OFFICE

DATE

Dec. 17, 1915.

TO

SUBJECT: **Imstral Vermillion #663, Rx 6633**

IN OF

DICTATED BY

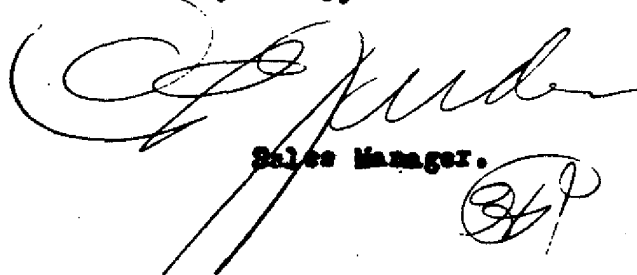
Our stock of the dye matter used in the manufacture of this brilliant Imstral Vermillion, is very nearly depleted and it will be necessary to discontinue the sale of these goods very shortly; in fact, any orders exceeding 15 gallons must be referred to the Manufacturing Committee for approval.

Temporarily, it will be possible to offer a price of \$2.55 per gallon in one gallon cans and I would suggest that you look around and see where you can place some of this material; otherwise the men of the other divisions will secure it all and thus make a nice sale.

I am enclosing one of our Varnish Color cards in your mail tonight and you will note that 663 is the brightest Red on the list and it should be grabbed up by at least a dozen concerns on your territory as soon as it is offered to them.

Please remember that we will not accept any contract, but on the other hand please take orders subject to our ability to fill.

Yours very truly,



Sales Manager.

CPJ-C

MAILED BUT NOT
SIGNED BY
JAN. 1916.

MANUFACTURERS' SALES DEPARTMENT

BULLETIN NO. 308

September 15th, 1915.

Subject - New Red and Green Prices.

The rapid depletion of domestic stocks of dye stuffs and our inability to replenish same, owing to the embargo placed on their exportation by the belligerent countries, and the abnormal demand for same has necessitated a further advance in the price of Reds, making effective as new prices those given below:

**SPECIAL LUSTRAL ENAMELS -
LIQUID - FOR BRUSHING.**

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Name of Goods	Rx	Advance on all size packages	New "A" Prices		
			1s	5s	Bbls.
609 Green	6609	10¢ per gal.	1 70	1 50	1 45
645 Maroon	6645	10¢ "	1 40	1 20	1 15
648 Maroon	6648	25¢ "	2 00	1 90	1 85
649 Maroon	6649	20¢ "	1 60	1 50	1 45
663 Vermilion	6663	15¢ "	2 55		
664 Spartan Red M	6664	25¢ "	2 30	2 20	2 15
665 Spartan Red D	6665	10¢ "	2 15	2 05	2 00
906 Tartar Red L	14906	20¢ "	2 25	2 15	2 10
907 Tartar Red M	14907	10¢ "	2 15	2 05	2 00
908 Tartar Red D	14908	10¢ "	2 15	2 05	2 00

"B" prices 10¢ per gallon higher on all size packages.

**VARNISH COLORS - LIQUID -
FOR DIPPING.**

			Bbls "A"	Bbls "B"
865 Spartan Red D	6865	15¢ "	1 90	2 00

This material is furnished in barrels only.

(#2)

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LUSTRAL ENAMELS - LIQUID

	Rx	Advance	1s	"A" Prices 5s	bbls
Maroon Dark	6366	25¢	2 35	2 25	2 10
Vermilion	6665	10¢	2 15	2 05	2 00

"B" Prices 25¢ per gallon higher - each size package.

GAS ENGINE ENAMELS LIQUID

Same prices as given above are to be made on Maroon Dark, Rx 6366 and Vermilion, Rx 6663.

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FREE-FLOWING COLOR VARNISHES

			1s	"A"	"B"
Vermilion	7088	25¢		\$4 00	\$4 50
National Red, L	7865	25¢		3 50	3 75
National Red, D	7866	10¢		3 50	3 75
Royal Durbar Red L	7033	50¢		3 75	4 00

Prices in quarts are 15¢ per gallon higher for both "A" and "B".

In accordance with our policy to take care of our old customers first, we are refraining from accepting any new business for Reds unless order is accompanied with an equivalent amount of Varnish or other manufactured materials.

As mentioned in previous Bulletins, it will be impossible to close contracts for Reds, Greens or Blues; that we will be unable to accept large orders at the above prices without approval from this Office, and further that it is impossible to accept for future shipment any orders for Reds, Greens or Blues containing Dye Stuffs at the present prices. All orders for these goods are also accepted conditional on our ability to procure Dye Stuff for the manufacture of same.

Many of our competitors are now without dye and are, consequently, unable to take care of their customers, which necessarily means that increased numbers of inquiries for Reds, Blues and Greens, will be received by us, and unless we very carefully conserve our supply of dye, disposing of it where it will bring us the most permanent advantages, it will be entirely depleted in a remarkably short time. We look forward to your conscientious co-operation in this connection, and remain,

Yours very truly,

AWS/L

Manager Manufacturers Sales Department.

Special Lustral Enamel Brown (14428) #690

1's less than 25 gal. lots - -	1.45
1's 25 gal. lots or over - - -	1.35
5's " " " - - -	1.25
Bbls. 50 gal. " " - - -	1.20

Black Varnish Color (14209) 5's Bbls.
.85 .75

Stand 50% reduction. benzine for dipping
A. D. 8 to 10 hours. O.K. for brush also,
not reduced so much.

Black Varnish Color (7960) Same price as
above. A.D. 24. hours. Bakes $1\frac{1}{2}$ to 2
hours at 150 F. Very elastic. Stands
same reduction as 14209.

Blue Steel Ceiling Paste (CX-745)

Bbls. .07 $\frac{1}{2}$ Light gravity. Reduce with
Naptha.

LUSTRAL ENAMELS (LIQUID)

	B 1's	B 5's	B 1/2 bbls. and bbls.
Black, Rx 6371	\$1.45	\$1.30	\$1.20
Bronze Green, Rx 6575	1.70	1.55	1.45
Chrome Green, Rx 6605	1.65	1.50	1.40
Brewster Green, Rx 6712	1.65	1.50	1.40
Green, Dark, Rx 6372	1.60	1.45	1.35
Green, Medium, Rx 6714	1.70	1.55	1.45
Green, Light, Rx 6712	1.65	1.50	1.40
Dark Gray, Rx 6484	1.50	1.35	1.25
Medium Blue, Rx 7004	1.80	1.65	1.55
Silver Gray, Rx 7700	1.70	1.55	1.45
Steel Gray, Rx 6496	1.50	1.35	1.25
Brown, 14428	1.60	1.45	1.35

"A" prices 20¢ per gallon less, all size packages.

GAS-ENGINE ENAMELS (LIQUID)

B 1's	B 5's	B 1/2 bbls. and bbls.

Prices given above apply on this line.

BAKING ENAMELS (LIQUID)

	B 1's
White First Coat, Rx 688	\$3.75
White Finishing Coat, Rx 689	3.75

"A" prices 10¢ per gallon less.

The other shades in this line have not been changed.

TRUNK PAINTS (SEMI-PASTE)

No.	B 5's 25-gal. lots	B Bbls.
8 Brown, Rx 15016	.90	.85
9 Brown, Rx 15015	.90	.85
11 Brown, Rx 15004	.90	.85
12 Brown, Rx 9444	.90	.85
24 Brown, Rx 15012	.90	.85
34 Brown, Rx 15034	.90	.85
41 Brown, Rx 15041	.90	.85
23 Green, Rx 15018	.90	.85
44 Green, Rx 15044	.90	.85
19 Drab, Rx 15010	.95	.90
22 Olive, Rx 15011	.95	.90
32 Gray, Rx 15032	1.00	.95

"A" prices for Bbls. 20¢ per gallon less than the "B"
 "A" prices for 5's, - 25-gal. lots 15¢ per gallon
 less than "B" prices

BRIGHTEN UP WHITE (LIQUID)

	B 1's	B 5's	B Bbls.
Flat, Rx 14375	\$1.80	\$1.75	\$1.70
Gloss, Rx 14731	1.60	1.55	1.50

"A" prices 10¢ per gallon less, all size packages.

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PERFECT METHOD RED LEAD (PASTE)

	B 25's	B 100's	B 1/2 Bbls.
Rx 229 (Per pound)	.10 $\frac{1}{2}$	.09 $\frac{1}{2}$	.09 $\frac{1}{2}$

"A" prices 1/2¢ per pound less, all size packages.

PERFECT METHOD RED LEAD (PASTE)

	B 1's	B 5's	B 1/2 Bbls.
Rx 15878 (Per gallon)	\$2.80	\$2.75	\$2.70

"A" prices 10¢ per gallon less, all size packages.

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MACHINE PAINTS AND FILLERS (PASTE)

	B 25's	B 1/2 Bbls. and bbls.
Machine Paint, A, B, Rx 60-61	.07 $\frac{1}{2}$	.06 $\frac{1}{2}$
Machine Paint, C, Rx 62	.07 $\frac{1}{2}$	.06 $\frac{1}{2}$
Machine Paint, D, E, Rx 63-64	.07	.05 $\frac{1}{2}$
Machine Paint, Red, Rx 65	.07 $\frac{1}{2}$	.06
Machine Paint, Jet Black, Rx 3480	.07 $\frac{1}{2}$	.06 $\frac{1}{2}$
Machine Paint, White, Rx 3484	.08 $\frac{1}{2}$	.07 $\frac{1}{2}$
Machine Filler, Dark, Rx 66	.06 $\frac{1}{2}$	.05 $\frac{1}{2}$
Machine Filler, Red, Rx 68	.07 $\frac{1}{2}$	.06
Machine Filler, Pink, Rx 20659	.07 $\frac{1}{2}$	.06
Machine Filler, Maroon, Rx 20076	.07 $\frac{1}{2}$	.06 $\frac{1}{2}$
Machine Filler, White, Rx 3552	.08 $\frac{1}{2}$	.07 $\frac{1}{2}$
Machine Filler, Dark (Special), Rx 20420		Bbls. Only .04 $\frac{1}{2}$

"A" prices 1¢ per pound less, all size packages.

	B 1's
Gas-Engine Sealer Maroon, Rx 7300	\$1.80
Gas-Engine Sealer Red, Rx 7253	1.80

"A" prices 10¢ per gallon less.

Prices on balance of line will not be changed.

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BLACK JAPANS, AIR-DRYING

	B 1's	B 5's	B Bbls.
No. 5, Rx 0700	.55	.45	.35

"A" prices 5¢ per gallon lower, all size packages. Note particularly the present price in barrels is 30¢ per gallon, whereas the price has previously been 28¢.

	"A" Bbls.	"B"
Climax, Rx 01136	.26	.31

Supplied in barrels only.

All prices given above are f.o.b. factory.

Prices on Reds have not been advanced since previous Bulletin. Red prices are, however, subject to change without notice and all prices on Reds should be secured from this office. This applies to Paratol Reds, Varnish Colors and F.F. Color Varnishes. As previously advised we cannot offer for sale any Dry Red containing imported dye. No orders for any Reds constructed of dyes can be accepted for future shipment and all orders even for immediate shipment are accepted conditional on our ability to fill same. You will receive increased requests for Reds owing to the depletion of most of our competitors' stocks, but it must be understood that we cannot make any assurance of delivery or name any specific price until this information is procured from this office. We wish to reiterate that we cannot accept contracts or orders for future shipment for Reds, Blues or Greens.

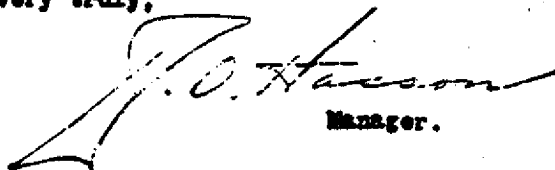
Owing to rapid advances in the cost of domestic raw materials, we are compelled to withdraw all present prices on such special materials as we are furnishing. A complete list of these specials should be given us together with rex numbers, name of goods, size package ordered, average size of order, estimated yearly requirements, also name of customer.

No contracts for listed materials even though constructed of domestic raw materials, can be closed at the prices given above or on special materials at prices which have been in effect.

All prices quoted for contract business must be approved by this office in order that arrangements may be made for the ordering of raw material to fill said contracts. In order that we may advise the factory of all existing contracts, please write us giving complete list of same, stating name of material, rex numbers, prices, size of package and when the contract expires, also name of customer. It is of the utmost importance that the above requests are promptly carried out and that all concerned are informed of conditions as outlined.

The prices in the Manufacturers section of the Price List, comprising Quick-Drying Colors, Color Varnishes and Under-Coatings, are being carefully refigured and a supplementary Bulletin will be issued shortly, announcing any changes in this section. This Bulletin will precede the issuing of our new Price List which is now being printed and will be ready within the next few days.

Yours very truly,


Manager.

EXPRESS & DELIVERY WAGON COLORS.

Carnelian Red (1232) Is a very handsome light shade of red and particularly adapted for painting the running parts of wagons; has good covering qualities, is light and brilliant. When striped with a broad line of black and a fine line of white makes a very striking combination.

Premier Non-Fading Red Deep (1203) A very handsome shade of dark red adapted for running parts of wagons. Striped with a broad line of black and a fine line of the same, cannot be beaten for effect.

Brilliant Blue Light (1249) & Dark (1248) Two very pretty shades of blue for belt panels on wagons. When striped with Orange, Yellow or Gold makes a very striking combination.

Wine Colors (1235-1207-1208) Very serviceable colors for both body and gear colors and considering their price, cannot be equaled by anything on the market for wagon work. Are very effective striped in either black or gold.

Light, Medium and Deep Permanent Green (1219) 1220-1222 Three standard Greens that can be sold to the wagon trade for body work and make very nice effects for the large, upper panels of wagons. White and Gold are most effective stripes for same.

Leuco (1203) Medium (1204) & Light Orange (1205) Very fine Yellows for the General Wagon Shop. Adapted for both body and gears. When striped black or black and bright green or in aluminum show up very nice.

LUSTRAL ENAMELS (LIQUID)

For gloss finishing-coats on metal and wood surfaces

	1s		5s		1/2 barrels and barrels	
	A	B	A	B	A	B
Black	1.50	1.50	1.35	1.35	1.25	1.25
Bronze Green	1.80	1.80	1.70	1.70	1.45	1.45
Chrome Green	1.60	1.60	1.50	1.50	1.35	1.35
Brewster Green	1.60	1.60	1.50	1.50	1.35	1.35
Green, Dark	1.60	1.60	1.50	1.50	1.35	1.35
Green, Medium	1.60	1.60	1.50	1.50	1.35	1.35
Green, Light	1.60	1.60	1.50	1.50	1.35	1.35
Dark Gray	1.50	1.50	1.35	1.35	1.25	1.25
Maroon, Dark	1.70	1.70	1.60	1.60	1.45	1.45
Maroon, Light	1.70	1.70	1.60	1.60	1.45	1.45
Medium Blue	1.70	1.70	1.60	1.60	1.45	1.45
Rich Red	1.80	1.80	1.70	1.70	1.45	1.45
Silver Gray	1.80	1.80	1.70	1.70	1.45	1.45
Steel Gray	1.80	1.80	1.70	1.70	1.45	1.45
Vermilion	1.95	1.95	1.85	1.85	1.55	1.55
Brown	1.60	1.60	1.50	1.50	1.35	1.35

GAS-ENGINE ENAMELS (LIQUID)

For gloss finishing-coats on Gas-Engines, etc.

	1s		5s		1/2 barrels and barrels	
	A	B	A	B	A	B
Black	1.50	1.50	1.35	1.35	1.25	1.25
Bronze Green	1.80	1.80	1.70	1.70	1.45	1.45
Chrome Green	1.60	1.60	1.50	1.50	1.35	1.35
Brewster Green	1.60	1.60	1.50	1.50	1.35	1.35
Green, Dark	1.60	1.60	1.50	1.50	1.35	1.35
Green, Medium	1.60	1.60	1.50	1.50	1.35	1.35
Green, Light	1.60	1.60	1.50	1.50	1.35	1.35
Dark Gray	1.50	1.50	1.35	1.35	1.25	1.25
Maroon, Dark	1.70	1.70	1.60	1.60	1.45	1.45
Maroon, Light	1.70	1.70	1.60	1.60	1.45	1.45
Medium Blue	1.70	1.70	1.60	1.60	1.45	1.45
Rich Red	1.80	1.80	1.70	1.70	1.45	1.45
Silver Gray	1.80	1.80	1.70	1.70	1.45	1.45
Steel Gray	1.80	1.80	1.70	1.70	1.45	1.45
Vermilion	1.95	1.95	1.85	1.85	1.55	1.55
Brown	1.60	1.60	1.50	1.50	1.35	1.35

Price change 4/1/52

BAKING ENAMELS (LIQUID)

	1s		5s		1/2 barrels and barrels	
	A	B	A	B	A	B
Cream	3.00	3.10	2.75	2.85	2.50	2.60
Gray	3.00	3.10	2.75	2.85	2.50	2.60
Chrome Yellow, L. M. O. and D. O.	3.00	3.10	2.75	2.85	2.50	2.60
Robin's Egg Blue	3.00	3.10	2.75	2.85	2.50	2.60
Pea Green	3.00	3.10	2.75	2.85	2.50	2.60
New Green	3.00	3.10	2.75	2.85	2.50	2.60
Coach Green	3.00	3.10	2.75	2.85	2.50	2.60
Olive Green	3.00	3.10	2.75	2.85	2.50	2.60
Marshall Field Green	3.00	3.10	2.75	2.85	2.50	2.60
Tan	3.00	3.10	2.75	2.85	2.50	2.60
Hoffman Brown	3.00	3.10	2.75	2.85	2.50	2.60
Orinoco Vermilion	3.00	3.10	2.75	2.85	2.50	2.60
Palo Alto Red	3.00	3.10	2.75	2.85	2.50	2.60
Carmine	3.00	3.10	2.75	2.85	2.50	2.60
Antique Brown	3.00	3.10	2.75	2.85	2.50	2.60
Tribune Blue	3.00	3.10	2.75	2.85	2.50	2.60
Yale Blue	3.00	3.10	2.75	2.85	2.50	2.60
Imperial Blue	3.00	3.10	2.75	2.85	2.50	2.60
Royal Blue	3.00	3.10	2.75	2.85	2.50	2.60
Green, D.	3.00	3.10	2.75	2.85	2.50	2.60
Black, First Coat	3.00	3.10	2.75	2.85	2.50	2.60
Black	3.00	3.10	2.75	2.85	2.50	2.60
White First Coat and Finishing	3.00	3.10	2.75	2.85	2.50	2.60

Fisher Anti Rust

METER ENAMELS (LIQUID)

For gloss finish on Gas and Water-Meters

	1s	B	5s	B
Black	1.15	1 25	1.00	1 15
Maroon	1.20	2 00	1.10	1 90
Orange	1.15	1 60	1.10	1 50
Red	1.10	1 55	1.05	1 45

EXPRESS AND DELIVERY-WAGON COLORS (PASTE)

Ground in Oil and Japan

No.	5s P. C.	25s
	B	B
1002 Light Yellow	18	16
1003 Lemon Yellow	20	17 1/2
1004 Medium Yellow	20	17 1/2
1017 Pea Green, D.	17 1/2	15 1/2
1020 French Permanent Green, M.	18 1/2	16 1/2
1022 French Permanent Green, D.	18 1/2	16 1/2
1032 Carnelian Vermilion	26 1/2	23 1/2
1033 Orinoco Vermilion	32	30
1037 Special Vermilion, Extra Deep	31 1/2	28 1/2
1047 Brilliant Blue	20	18
1048 Brilliant Blue, D.	22	20
1103 Premier Non-Fading Red, M.	23	21
1104 Premier Non-Fading Red, D.	23	21
1105 Carmola Red	25	23

WAGON-MAKERS' SKEIN LEAD (PASTE)

For setting Thimble and Steel Skeins on Axles

	100s	1/2 barrels	barrels
	B	B	B
White	5 1/4	5 1/4	5 1/4

SPECIAL COFFIN ENAMEL (PASTE)

	25s	B
White	10 1/2	10 1/2

SUGAR-KETTLE ENAMEL (LIQUID)

	1s	B	5s	B
Black	2.25	2 35	2.10	2 25
Cream	2.25	2 35	2.10	2 25

FLAXOAP

A pure linseed oil soap, particularly adapted for washing automobiles and carriages.

100s	1/2 barrels	barrels
B	B	B
5 1/4	5 1/4	5 1/4

SOYA SOAP

A good soap for general cleaning.

100s	1/2 barrels	barrels
B	B	B
5 1/4	5 1/4	5 1/4

ial we are making.

Implement Blue Lacquer Rx 14981.

While not listed this is a new Blue Lacquer for the implement trade and can be reduced with naphtha to secure any result desired. As a low limit price you can quote 50¢ with the usual differentials for smaller packages.

Blue Lacquer Rx 14982.

This Lacquer is not listed either, but is on the order of the above, but of better quality. It will dry in four to five hours and if necessary can be baked at 150 degrees for 1½ hours. As a general rule no more than 50% reduction with naphtha is recommended. You can quote a low limit price of 80¢ on 14982, with the usual differentials for smaller packages.

METER ENAMELS

Black (Nx 2903)

"A" \$1.10 5s, 25 gal. lots

Red (Nx 2904)

"A" 1.25 5s 25 gal. lots

The Red approximates the shade of S.W.P. 497, but is a trifle richer and brighter, being entirely free from the brick red tone, which has been characteristic of Red Meter Enamel.

Both work nicely under the brush, covering solidly, one coat, on new or old meters either tin or iron; set up in 4 to 5 hours and dry thoroughly over night, producing a full, rich gloss, which remains elastic for an indefinite period.

METAL CAP VARNISH

We have recently succeeded in lining up two or three of the largest manufacturers of metal caps, beer bottle caps and shoe polish can manufacturers on a Special Gold Baking Cap Varnish. The material in question is an extremely elastic varnish, Rx C387, which bakes in from 2 to 2½ hours at 250 degrees and which can be reduced with benzine to the proper consistency for use.

The material withstands the severe crimping test to which it is subjected and also resists the action of hot water, etc. - a test to which these caps are subjected. Some of the same manufacturers require a somewhat darker shade of Golden Color than is produced by C387 and for this purpose we have developed C202. Both these materials can be sold at a low limit price of 75¢ per gallon in drums f.o.b. Cleveland and if you have any business of this character in your district would suggest that you make an immediate effort to secure it.

We have also developed a white Baking Varnish which is as colorless as it is possible to produce a varnish of this kind which is used over delicate color work and which will not discolor even under baking. This material can be sold at a price of \$1.25 per gallon in drums and can be used in exactly the same way as the Gold Baking Varnish.

Kindly refer any orders, for this material to this office and should you be in need of additional information advise us.

DIRECTIONS FOR APPLYING PETRILOID TO WALLS
OVER WHICH PLASTER IS TO BE APPLIED.

Point up allholes in mortar joints, then apply with a brush one coat of Petriloid, seeing that the surface is thoroughly covered. One coat will answer in practically every case, but for two-coat work, 24 hrs. must elapse between coats and allow at least 24 hrs. before applying plaster and no more than ten days.

Petriloid will form a tough elastic skin over the surface and will remain tacky, thus allowing plaster to bond thoroughly.

A wall treated with Petriloid in this way is moisture-proof and will remain in this state indefinitely. Petriloid is not affected by acids or alkali and the talking point is in this work that it saves the space and expense of furring and lathing.

Another feature is that the plaster being applied direct to the walls and bonded by Petriloid is practically fire-proof.

Page 172A

ARIDOS (LIQUID)**"KEEPS OUT THE MOISTURE"**

A sanitary paint for creameries, cooling-rooms, etc.

	1s	5s	barrels
White	1.55	1.25	1.00
Ivory	1.55	1.25	1.00
Flesh	1.55	1.25	1.00
Satin Green	1.55	1.25	1.00
Pink	1.55	1.25	1.00
Sky Blue	1.55	1.25	1.00
Mauve	1.55	1.25	1.00
Gray	1.55	1.25	1.00
Wine	2.15	1.75	1.40
Emerald	2.15	1.75	1.40
Tan	1.55	1.25	1.00
Olive	1.55	1.25	1.00
Grass Green	1.55	1.25	1.00
Cardinal Red	2.15	1.75	1.40
Black	1.55	1.25	1.00
Primrose	1.55	1.25	1.00

PETRILOID (LIQUID)**"ANTI-DAMP"**

For wall and foundation work

	1s	5s	barrels
Black	1.00	90	75
Dark Brown	1.00	90	75

REED PRIMER (LIQUID)

For reed and willow work

	1s	5s	barrels
White	1.10	1.10	1.05

LACQUERS, BAKING

For tin and other metal work

	1s	5s	barrels
Blue, Light	1.35	1.20	1.10
Blue, Medium	1.35	1.20	1.10
Blue, Dark	1.45	1.30	1.20
Bronze	1.50	1.35	1.25
Gold	1.60	1.45	1.35
Green	1.70	1.55	1.45
Red	1.70	1.55	1.45
Wrought Iron (Clear)	2.20	2.10	1.95

LACQUERS, AIR-DRYING

	1s	5s	barrels
Blue, Light	1.40	1.25	1.10
Blue, Medium	1.40	1.25	1.10
Blue, Dark	1.45	1.30	1.20
Bronze	1.70	1.50	1.35
Gold	1.70	1.50	1.35
Green	1.35	1.20	1.10
Red	1.35	1.20	1.10
Black	1.10	95	85
Wrought Iron (Clear)	2.20	2.10	1.95
Transparent	1.50	1.35	1.25

TRUNK PAINTS (SEMI-PASTE)

No.	5s	25-gallon lots	barrels
8 Brown	1.00	1.00	1.00
9 Brown	1.00	1.00	1.00
11 Brown	1.00	1.00	1.00
12 Brown	1.00	1.00	1.00
24 Brown	1.00	1.00	1.00
34 Brown	1.00	1.00	1.00
41 Brown	1.00	1.00	1.00
32 Gray	1.00	1.00	1.00
23 Green	1.00	1.00	1.00
44 Green	1.00	1.00	1.00
19 Drab	1.00	1.00	1.00
22 Olive	1.00	1.00	1.00

SPECIAL POLE PAINT (LIQUID)

For poles, cross-arms, and other similar surfaces

No.	1s	5s	1/2 barrels and barrels
690 White.....	135	145	155
691 Olive Green, L.....	135	145	155
692 Drab.....	135	145	155
693 Black.....	135	145	155
695 Olive Green, D.....	135	145	155
696 Dark Green.....	135	145	155
697 Bright Red.....	135	145	155
698 Maroon.....	135	145	155

ELEVATOR PAINTS (LIQUID)

For plain exteriors

	1s	5s	barrels
Slate.....	120	145	140
Red.....	80	75	70
Brown.....	80	75	70

SPECIAL MILL WHITE (LIQUID)

For interior use

	1s	5s	barrels
Flat.....	150	160	150
Gloss.....	150	160	150

CONCRETE FINISH (LIQUID)

	1s	5s	barrels
Buff.....	120	125	120
Colonial Yellow.....	130	125	120
Cream.....	130	125	120
Dark Brown.....	130	125	120
Dark Gray.....	130	125	120
Extra Light Gray.....	130	125	120
Green Stone.....	130	125	120
Light Brown.....	130	125	120
Light Gray.....	130	125	120
Terra Cotta.....	130	125	120
Tan.....	130	125	120
Venetian Red.....	130	125	120
White.....	140	135	130

KEG PAINTS (LIQUID)

For marking kegs, buckets, etc.

	1s	5s	barrels
Black.....	150	145	140
Blue.....	150	145	140
Green.....	150	145	140
Red.....	150	145	140
White.....	150	145	140
Yellow.....	150	145	140

NON-CORRODIBLE ACID-RESISTING PAINTS (LIQUID)

For protecting metal from acids and their fumes

	1s	5s	barrels
Brown.....	120	110	100
Black.....	120	110	100

CONDUIT PIPE PAINT (LIQUID)

For underground work

	1s	5s	barrels
Black.....	80	70	60

November 19, 1915

Subject - Packing House Whites

#2401 - PACKING HOUSE FLAT WHITE, R15870

#2402 - PACKING HOUSE FLAT WHITE, Rxl6212

#2403 - PACKING HOUSE FLAT WHITE, R#15954

#2404 - PACKING HOUSE GLOSS WHITE ENAMEL, R#17095

Our low limit prices which are subject to change, are as follows:

		A	B
#2401	PACKING HOUSE FLAT WHITE, Rxl5870	\$1.15	\$1.30
#2402	PACKING HOUSE FLAT WHITE, Rxl6212	1.20	1.35
#2403	PACKING HOUSE FLAT WHITE, Rxl5954	1.30	1.45
#2404	PACKING HOUSE GLOSS WHITE ENAMEL, Rxl7095	1.30	1.45 + 20

Yours very truly,

Manager Railway Sales Department.

MILL WHITES

The subject of Mill Whites, both Flat and Gloss, is one that has been given possibly more attention and thought than any material we have put out for a number of years, and while we have been selling a Mill Gloss White that we felt was the equal of any, Mr. E. W. Lutes, our Superintendent of Paint Making, has been able to develop a material that we believe is superior to any similar material that is offered to the consuming trade. Its superiority is in its freer working, exceedingly white tone and the beautiful full lustre with which it dries.

Mill Gloss White should always be used over a coat of Mill Flat White, which results in better opacity, body, color and lustre in the finishing coat. This material to the consuming trade will be sold at the following prices:

MILL WHITE FLAT RX 14375

	Bbls.	5s	1s
A	1.35	1.40	1.45
B	1.45	1.50	1.55

MILL WHITE GLOSS RX 14731

	Bbls.	5s	1s
A	1.35	1.40	1.45
B	1.45	1.50	1.55

TECTIVE PAINTS FOR METAL SURFACES

NEW "B" PRICES

5s. Bbls.

Carbon Paint, Red Diamond Brand, Rx 5998 -	advance 10¢	\$1.35	\$1.30
Metalastic Black, Rx 5891,	" 5¢	1.20	1.15
Metalastic Brown, " 5993,	" 5¢	1.20	1.15
Metalastic Gray, " 9550,	" 15¢	1.30	1.25
Metalastic Green, " 9260,	" 15¢	1.30	1.25
Non-Corroddible Graphite,			
Rx 489,	" 10¢	1.30	1.25
Suspended Red Lead, " 5926,	" 15¢	2.00	1.95
Liquid Red Lead, " 5479,	" 35¢	2.50	2.45

"A" prices 10¢ per gallon lower than above, both size packages.

Metalastic Bridge paint Black
Resin paste NX 1407
about 51% graphite balance
being carbon and insect resins
Thin gal for gal Boiled Linseed oil
or 50% each B.O. and F.M. oil
85 gallon in Bbls.

Red Bridge paint NX 1406
Resin paste
Thin as above.

How Corr Ting Graphite
Straight Liquid Graphite
75 gal Bbl.
50% Bbls lots only 70 " ~

PROTECTIVE PAINTS FOR METAL SURFACES

FOR PREVENTING RUST AND PRESERVING METAL STRUCTURES

<i>Metalastic Gray (4550) (LIQUID)</i> <i>Green (4560)</i>		175	135	170	130
		5s	B		barrels
<i>Carbon Red Diamond</i>		1.25	1.25	1.25	1.30
Metalastic No. 2		1.25	1.30	1.25	1.30
Metalastic No. 3, Olive Green		1.30	1.30	1.25	1.25
Metalastic No. 3, Gray		1.30	1.30	1.25	1.25
Metalastic No. 3, Red		1.30	1.30	1.25	1.25
Metalastic No. 3, Dark Green		1.30	1.30	1.25	1.25
Metalastic No. 4		1.25	1.25	1.25	1.20
<i>Metalastic No. 5, Asphaltum Red Lead</i>		1.25	1.25	1.25	1.20
Metalastic No. 6		1.25	1.25	1.25	1.20
Liquid Red Lead					
Carbon Black			95		90
Roof and Bridge Paint Red, Brown, Black, Gray Slate and Bronze Green		75			70

METALASTIC No. 1

A chemically inert paint made on a charcoal base. It was the first protective paint made on that principle, and was introduced by us many years ago. Since then other manufacturers have imitated it, and finding in the principle of manufacture a paint of more than ordinary durability and protective value, have made it their leader. None of these imitations, however, have the same strong points of quality, since a large part of the value in Metalastic No. 1 is in the superiority of the linseed oil and the handling of the pigment. Made in liquid form only.

METALASTIC No. 2

A careful combination of graphite and other inert materials, with strictly pure linseed oil that has met with a large sale, and gives excellent satisfaction. We especially recommend it on account of its economy in use, and its adaptability to meet the needs of difficult shop conditions. Will be found particularly valuable where rapid and hard drying qualities are essential. Made in liquid form.

METALASTIC No. 3

Made on a graphite base to meet the demand for such colors in painting metal surfaces. Though less durable and of less protective value than the straight graphite color in Metalastic Nos. 2, 4 and 6, they possess greater durability than any other similar colors on the market.

The colors in Metalastic No. 3 are included by other manufacturers in their regular line of graphite paints, and are claimed to have the same quality and protective value as the natural, dull black graphite color. It is absolutely impossible to produce red, gray, green and other variations from the dull black without combining with the graphite pigment such coloring matters as iron oxides, chrome yellow, etc., which in a measure weakens the protective quality of the paint. For these reasons we prefer to put them in a line by themselves, and let the man who uses them understand what he is getting. Will stand thinning gallon for gallon with pure raw linseed oil. Made in semi-paste form only.

METALASTIC No. 4

A pure graphite paint of entirely different character from the usual natural or combination graphites which contain a large percentage of inert materials. For durability and protective qualities, we recommend this as the best coating yet devised. It is made only in the natural, dull graphite color, and contains only the pure natural graphite pigment combined with specially treated pure linseed oil. Has superior working, brushing and covering qualities; is free from any tendency to settle hard in the package. Made in liquid form only.

METALASTIC No. 5

Made on a red lead base to meet the demand for goods of this character. Though a substitute for red lead, it does unquestionably give better results, as it has not so high an oxidizing power and consequently allows the linseed oil to remain elastic for a much longer period. Has better working qualities and greater spreading power than red lead alone, and equal, if not greater, opacity. Made in liquid form only.

METALASTIC No. 6

Made in the same colors and from the same materials as Metalastic No. 2, only ground in semi-paste form. Should be thinned gallon for gallon with pure boiled linseed oil.

S-W LIQUID RED LEAD

Approximately 85% pure red lead ground, mixed in strictly pure linseed oil, so handled as to improve its working qualities and partly overcome its natural tendency to settle. It will show economy over dry lead mixed on the job, on account of its better working and spreading qualities, resulting from the finer pigment particles and the more intimate incorporation with the oil. Made in liquid form only.

PROTECTIVE PAINTS FOR METAL SURFACES (LIQUID)—Continued

CARBON BLACK

Being made on a carbon base from a selected stock, thoroughly incorporated with high-grade liquids of superior moisture-resisting qualities, it affords the consumer exceptional value from the standpoint of cost and durability. It works easily under the brush, covers well, dries firmly and represents a quality free from the tendency to settle hard in the package. Made in liquid form only.

S-W ROOF AND BRIDGE PAINT

Where the consumer for one reason or another feels that he must put price per gallon first, he will find more for his money in this paint than in any other article we have ever known. While it is the lowest priced product on our list of metal paints, it should not by any means be classed with the large majority of paints offered by others at about the same price. Made in liquid form only.

GAS-HOLDER PAINT (LIQUID)

	1s	B	5s	B	barrels	B
Brown.....	85	95	75	80	75	75
Red.....	85	95	75	80	75	75

PERFECT METHOD RED LEAD (SEMI-PASTE AND PASTE)

	1s	B	5s	B	barrels	B
Perfect Method Red Lead No. 1 (Semi-Paste)...	2.45	2 45	2.30	2 40	2 35	2 35
Perfect Method Red Lead No. 2 (Semi-Paste)...	1.70	1 70	1.65	1 65	1 60	1 60
Perfect Method Red Lead Paste.....	1.10	1 10	9 1/2	9 1/2	9	9

FLAT-TONE (LIQUID)

Prepared Ready for the Brush

Aurora Yellow.....	1.75
Bright Sage.....	1.75
Buff.....	1.75
Buff Stone.....	1.75
Cocoonut Brown.....	1.75
Cream.....	1.75
Delft Blue.....	1.75
Forest Green.....	1.75
French Gray.....	1.75
Freeco Green.....	1.75
Golden Brown.....	1.75
Ivory.....	1.75
Lichen Gray.....	1.75
Maple Green.....	1.75
Old Gold.....	1.75
Pale Azure.....	1.75
Pale Olive.....	1.75
Pearl Gray.....	1.75
Pompeian Red.....	1.75
Rich Maroon.....	1.75
Shell Pink.....	1.75
Silver Gray.....	1.75
Tan.....	1.75
Terra Cotta.....	1.75
White.....	1.75

1s	B
1.40	1.65
1.85	2.00
1.75	2.00

MINE, MILL AND FACTORY COLORS (LIQUID)

No.	1s	5s	barrels
9740 Light Yellow.....	1.25	1.25	1.25
9741 Deep Yellow.....	1.25	1.25	1.25
9742 Drab.....	1.25	1.25	1.25
9743 French Gray.....	1.25	1.25	1.25
9744 Dark Drab.....	1.25	1.25	1.25
9745 Black.....	1.25	1.25	1.25
9746 Terra Cotta.....	1.25	1.25	1.25
9747 Leather Brown.....	1.25	1.25	1.25
9748 Moss Green.....	1.25	1.25	1.25
9749 Bright Red.....	1.25	1.25	1.25
9750 Slate.....	1.25	1.25	1.25
9751 Dark Green.....	1.25	1.25	1.25
9752 Gray.....	1.25	1.25	1.25
9753 White.....	1.25	1.25	1.25

C&M Bulletin #52

March 4th, 1916.

Subject: Gas Holder Paint

For Mr. A Larkins

We are preparing to make a very definite and strenuous effort to line up a large volume of business this year on Gas Holder Paints, and as we are rapidly approaching the season for repainting, we wish to start a promoting campaign at once. Wherever gas is used there is bound to be gas holder tanks, and we are going to make a clean out determined effort to secure the bulk of this business this year, and in order to do so we will have to have your co-operation.

A gas holder having a capacity of 3,000,000 cubic feet, which is the usual size for the large cities, will require about 8 barrels of body color and two barrels of trim for the guide frames, so that the business is very desirable, and our Gas Holder Red #24, Rx 15626, which we offer at \$1.00 per gallon, and the Green, Rx 15498, which is offered for the guide frames at \$1.25 per gallon, represent materials which have proven through many years of service and on all kinds of tests to be absolutely the best that are on the market today.

In order to get this campaign under way in ample time to get in on this year's business, we want to start our promoting in March at the latest, and will appreciate your co-operation in sending us the names of the gas companies in your territory, and if possible the name of the individual who controls the purchasing.

Thanking you for your early attention to this matter,

I am

Yours very truly,

AJB-EC


Mgr. Mrs. Sales Dept.

0007-SWP-000010406

ect Mine, Mill & Factory Paint, For Mr. Larkins
Greosote Paint.

Owing to the increased prices of Pure Lead, Zinc and Oil Paints, you will come in competition with the usual number of lower priced paints, also your Agents and Dealers will find an actual demand for paint for special purposes at a lower price than S.W.P. To meet this competition in every way and to meet the situation from all angles, you have Mine, Mill and Factory Paint, and Greosote Paint. The new prices on these lines are as follows:

MINE, MILL & FACTORY PAINT:-	5c	1s	1/2s
Regular Colors, (5)	1.05	1.10	1.15
Special Colors, (8)	1.20	1.25	1.30
White,	1.35	1.40	1.45

GREOSOTE PAINT:-	5c	1s	1/2s
Regular Colors, (5)	1.05	1.10	1.15
Special Colors, (8)	1.20	1.25	1.30
White,	1.35	1.40	1.45

Mine, Mill & Factory Paint is a line that will be particularly helpful in meeting the situation. It is a line of well selected Colors, manufactured especially to fill the requirements of Large Corporations, such as Mills, Factories, etc. Mine, Mill & Factory Paint is made along the same principle as S.W.P., i.e.; the Lead and Zinc are combined and ground in Pure Linseed Oil, The White weighs 15 $\frac{1}{2}$ Net per gallon, and the goods are, of course, packed U.S. Standard Measure. This is not true of many low priced paints you compete with. Confidentially, the Pigment Analysis of Mine, Mill & Factory White, is as follows:-

Lead Carbonate,	33%
Zinc Oxide,	29%
Lead Sulphate,	18%
Barium Sulphate	11%
Magnesium Silicate,	11%

This produces a paint that looks well in the package, works well, covers well, and is in every way superior to paints sold by many of our competitors as their First Quality. For comparison, I give you the following analysis of a competitor's "Standard Line", which sells for 5 $\frac{1}{2}$ per gallon under S.W.P.:-

Barytes	13.00%
Silica	1.00%
Sublimed Lead	20.21%
Lead Oxide	1.28%
Calcium Carbonate	12.25%
" Sulphate	8.69%
Zinc Oxide	42.73%
Undetermined	.85%
	100.00%
Net Weight, 13 $\frac{1}{2}$ lbs.	

MANUFACTURERS' SALES DEPARTMENT

October 14, 1915

BULLETIN NO. 311

Subject: Change in Prices and Addition to List.

Kindly make the following changes in the M.S.D. Section of the Price List, comprising Pages 100 to 210.

PAGE 109

A.I.P. STRIPING COLOR:

	Rx	Advance	New "A" Price 5's	New "B" Price 5's
#553 Striping Red	1053	15¢ per lb.	37¢ per lb.	41¢ per lb.

PAGE 116

FLAT-TONE LIQUID:

Supplementing Mr. Horsburgh's Bulletin No. 6 - kindly add to this line Flat-Tone Ivory Tan, Rx 16227. This is a shade for which there has been a very popular demand, and we feel that there are possibilities for a splendid sale of this color. The price will be the same as the regular Flat-Tone, viz:

"A"	"B"
1's	1's
1.25	1.40

PAGE 118

MACHINE FILLER DARK - Special:

Rx	Decrease	New "A" Price ½ Bbls. & Bbls.	New "B" Price ½ Bbls. & Bbls.
20420	¼¢ per lb.	3¼¢	4¼¢

The above is furnished in barrels only. The decrease in price is made possible owing to increased output. The difference in this material and our Machine Filler - Rx 66 - is that the former is slightly quicker in drying, and easier or softer sanding. This quality is desired by some classes of manufacturers, by reason of its quicker drying and easier sanding qualities, but for higher grades of work, such as machine tool finishing, our regular Machine Filler - Rx 66 - produces a more uniform and dependable finish. However, there is an enormous demand for a Filler such as our Special Rx 20420 - and with the decrease in selling price, we are confident that it will enable our Representatives to interest such manufacturers as we have been unable to sell in the past owing to price.

FLAT-TONE WITHOUT SIZING COAT.

Flat-tone can be used without a Sizing Coat, the same as any Lead and Oil coating. If regular Flat-tone is used, a quart to a half gallon of raw linseed oil to the gallon of paint would be all right for the priming coat. Then the next two coats should be used as it comes from the can. If 15610 quality is used, a half gallon of oil to a gallon of paint is all right for the priming, and about one quart of oil for the second coat, and the last coat thinned to proper consistency with a mixture of 1/3 oil and 2/3 turpentine. Goods thinned as suggested above have always given me good results.

W. M. Shinn.

PERFECT METHOD RED LEAD.

Perfect Method Red Lead is the first pure Red Lead and Oil that will stay in suspension. Not to be confused with the red lead paints long made by ourselves and others, but running only from 85% to 65% red lead. The pigment in P M Red Lead is strictly pure red lead, - nothing else. It never cakes or gets hard, and can always be easily stirred.

P. M. Red Lead carries enough oil to make a durable film. Pure Red Lead has never before done this.

P. M. Red Lead can be spread in an even film over the surface. This has been impossible before because it has been necessary to mix it so thick (in order to keep it from running off the job) that it could not be spread out evenly.

P M Red Lead will never "run" or "sag" on any part of the surface. This means that it can be spread over rough castings or surfaces without pulling away from the sharp edges, as so often happens with ordinary red lead.

P M Red Lead will cover from 25% to 40% more surface than pure Red Lead and oil mixed by hand on the job.

This is due to its oil carrying capacity as compared with paint made in the old way, and is further effected by the careful grinding given it by the best of modern powerful mills.

P M Red Lead will save 25% in labor, cost of application. In using old methods of red lead paint the workmen are obliged to use it so heavy and thick that the painting is a slow, tiresome process. Furthermore, from the beginning of the job to the end it is necessary to spend nearly as much time in keeping the paint stirred as in putting it on. P M Red Lead spreads easily, and once stirred stays stirred like an ordinary paint.

P M Red Lead will wear longer.

Its oil-carrying capacity alone assures this. Besides, our tests have proved it, and so will yours.

P M Red Lead saves waste.

The tendency of hand-mixed red lead to settle and cake hard has always entailed a very appreciable percentage of waste in material that has to be thrown away because it could not be used. P M Red Lead because it always remains soft, can be used without any waste of this kind. Important, too, is the fact that P M Red Lead will not spoil in an open package.

P M Red Lead saves 25% on original material cost. This is in addition to and apart from saving in labor, saving due to covering capacity and saving in waste. Most specifications call for 28¢ to 33¢ of red lead to a gallon of Linseed Oil. Taking the lower figure, 28¢ of pure dry red lead at 61¢ a pound and one gallon Linseed Oil, at 70¢, make 1-1/8 gals. of paint cost \$2.45, or a cost of \$1.85 per gallon.

One gallon of P M Red Lead costing \$2.25 and one gallon of Linseed Oil at 70¢ make two gallons of paint costing \$2.95, or a cost of \$1.47½ for one gallon. These figures will vary with the market fluctuations. Take at any time P M Red Lead at \$2.25, and oil and lead at your going price, and the comparison will show the same relative difference.

P M Red Lead is the only way in which can be bought paint, the pigment of which is strictly pure red lead, and that only.

ATLANTIC COAST DISTRICT
CENTRAL ATLANTIC SALES DIVISION
DELAWARE AVE. AND CHESTNUT ST., PHILADELPHIA

FOR

OFFICE

DATE

6-20-13.

MR.

Arthur Larkins

SUBJECT:

P. M. Red Lead.

ANSWERING LETTER OF

Dictated by

IN REPLYING PLEASE SHOW
INITIALS OF BOTH WRITER
AND TYPIST.

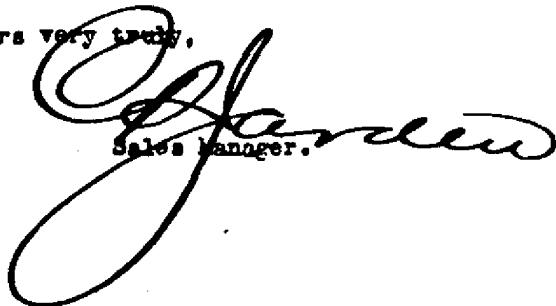
I am attaching ten reasons why Perfect Method Red Lead should be used. These are all good arguments and you should familiarize yourself with them so that you will have good talking points when taking this material up with prospective buyers.

Another good reason is given by the Maryland Steel Co., in a letter which I received yesterday, and it is as follows:-

"With your P. M. Red Lead and Linseed Oil we are able to finish tanks and close places in the interior of ships without the addition of Driers of any kind which is a big help and a great saving, and leaves no bad effects on the men. We are not using any other than Linseed Oil and P. M. Red Lead."

Won't you please make a strong drive on P. M. Red Lead and see if you cannot develop some good business in Philadelphia. I am absolutely sure that once you get it started it will continue to sell itself, and as you know this is big bulk business it runs into large amounts and will be a wonderful help to your sales.

Yours very truly,


Sales Manager.

CPJ/E

0007-SWP-000010411

FLAT BLACKS (LIQUID) AIR-DRYING

	1s	B
Ebony Black.....	1.55	1 60
Bauer Barff Finish.....	1.55	1 60
Egg-Shell Finish Black.....	1.55	1 60
Premo Flat Black.....	1.55	1 35
Flat Black Finish for Wood.....	1.55	1 50
Radiator - "	14329	

FURNACE BLACK (LIQUID)

For furnace-fronts, stove-backs, etc.

	1s	B	5s	B	barrels	B
Gloss Finish.....	1.55	1 05	1.55	1 00	1.55	90
.....						
.....						

SMOKE-STACK PAINTS (LIQUID)

For superheated surfaces

	1s	B	5s	B	barrels	B
Salamander Black.....	1.55	90	1.55	85	1.55	80
Salamander Red.....	1.55	1 55	.....	.....	.....	.....
Salamander Yellow, M.....	1.55	1 55	.....	.....	.....	.....
.....						

CORE OIL (LIQUID)

For foundry use

	5s	barrels
Premier.....		
Capitan.....		
.....		

LITHOGRAPHERS' VARNISH (LIQUID)

Prices represent *minimum advance*, which may be quoted *over* market prices on raw linseed oil. Where local conditions favor it, higher prices than the minimum limit should always be named.

	5s	barrels
All 0 numbers.....	17	12
No. 1.....	19	14
No. 2.....	24	19
No. 3.....	29	24
No. 4.....	34	29
No. 5.....	49	44
No. 6.....	64	59
No. 7.....	79	74
No. 8.....	94	89

When quoting delivered prices, add freight where rate exceeds 2 cents per gallon.

PLATE OIL

Prices represent *minimum advance*, which may be quoted *over* market price on raw linseed oil. Where local conditions favor it, higher prices than the minimum limit should always be named.

	5s	barrels
No. 0 1/2.....	55	50
No. 1.....	57 1/2	52 1/2
No. 2.....	60	55
No. 2 1/2.....	65	60
No. 3.....	70	65
No. 4.....	75	70
No. 5.....	85	80

When quoting delivered prices, add freight where rate exceeds 2 cents per gallon.

GALVANIZED IRON PRIMER (LIQUID)

To prevent scaling of finishing-coats

	1s	B	5s	B	barrels	B
Gray		1 50		1 45		1 40

REDUCERS (LIQUID)

For reducing varnishes, enamels, paint, etc., for dipping purposes

	1s	B	5s	B	barrels	B
Bedstead Enamel Reducer		75		65		55
Bedstead Primer Reducer		70		60		50
Baking Enamel Reducer		1 25		1 15		1 05
Handcraft Stain Reducer		1 25		1 20		1 15
Woodcraft Stain Reducer		1 20		1 10		1 00
Furniture Varnish Reducer		70		60		50
Implement Varnish Reducer		70		60		50
Paint Reducer		60		50		40
Special Varnish Reducer		90		80		70
Varnish Paint Reducer		80		70		60

MACHINE PAINTS AND FILLERS (PASTE)

For iron surfaces

	25s	B	1/2 barrels and barrels	B
Machine Paints, A, B		7 1/2		5 1/2
Machine Paints, C, D, E		7 1/2		5 1/2
Machine Paint, Red		7 1/2		6
Machine Paint, Jet Black		7 1/2		6 1/2
Machine Paint, White		7		5 1/2
Machine Filler, Dark		6 1/2		5 1/2
Machine Filler, Red		7 1/2		6
Machine Filler, Pink		7 1/2		6
Machine Filler, Maroon		7 1/2		6
Machine Filler, White		7 1/2		6 1/2
Machine Filler, Dark (Special)		7 1/2		5

OIL-PROOF MACHINE PAINT (LIQUID)

For half flat finishing-coats on fine machinery

	1s	B
Black		1 50
Gray No. 76		1 50
Gray No. 77		1 50
Gray No. 78		1 50
Gray No. 79		1 50
Green		1 50

GAS-ENGINE FINISHES (PASTE AND LIQUID)

For superheated surfaces

	25s	B	1/2 barrels and barrels	B
Gas-Engine Filler (Paste)		6 1/2		5 1/2
Gas-Engine Primer (Liquid)		1 50		1 50
Gas-Engine Sealer, Dark (Liquid)		1 60		1 60
Gas-Engine Sealer, Maroon (Liquid)		1 70		1 70
Gas-Engine Sealer, Red (Liquid)		1 60		1 60
Gas-Engine Sealer, Green (Liquid)		1 70		1 70
Gas-Engine Sealer, Gray (Liquid)		1 60		1 60

NEW PRICES

<u>Name</u>	<u>Rx</u>	B 1s	B 5s	B Bdls.
Bedstead Enamel Reducer	01075	\$.90	\$.80	\$.70
Bedstead Primer Reducer	0490519	.80 ⁶⁰	.70 ⁶⁵	.60
Baking Enamel Reducer	0942	1.35	1.25	1.15
Handcraft Stain Reducer	0649	1.55	1.45	1.35
Woodcraft Stain Reducer	01036	1.65	1.55	1.45
Furniture Varnish Reducer	0368	.90	.80	.70
Implement Varnish Reducer	0614	.70	.60	.50
Paint Reducer	0614	.70	.60	.50
Special Varnish Reducer	01125	1.00	.90	.80
Varnish Paint Reducer	0368	.90	.80	.70
White Enamel Reducer	01075	.90	.80	.70

"A" prices 10¢ less than above.

Note: Certain Rx numbers have been changed in the above line of Reducers, so please check all records carefully, using Rx numbers as shown from now on.

MACHINE SEALERS

We have been supplying several of the large machinery manufacturers with Special Machine Filler Rx 14036 and the success we have had with these goods, convinces us that they represent a quality which will produce excellent results.

This Sealer is heavy bodied, dries very quick and hard, and is intended to be sanded in all cases before the finishing paint - usually Oil Proof Machine Paint - is applied. On large surfaces where the the finest finish is desired this Sealer offers the finisher an opportunity to get a very smooth surface as it will fill up the scratches made by the use of emery paper in sanding the Filler, and the other small imperfections which are likely to appear on a surface of this kind.

It will stand considerable sanding with fine sandpaper and produces a very tough, impervious film which will hold out the subsequent coats to the very best advantage.

Special Machine Sealer 14036 differs from our Gas Engine Sealer Rx 7284 in that Gas Engine Sealer is thinner in body, designed to work well under the brush and should not be sanded. This material is designed primarily for small surfaces; it does not possess the filling qualities of 14036 but is an excellent sealer and we would not wish to disturb any business we have secured with it where satisfactory results are being obtained.

(OVER)

Prices on both these Sealers will
be \$1.50 per gallon in one gallon
packages.

48
480
1.37

Central Atlantic Division

Bulletin No. 164

June 15, 1915 191

Subject Another Advance in Price of White Lead For Mr. Larkins

SPECIAL NOTICE

Effective immediately, our prices on O.D.P. White Lead are as follows:

100 lb. steel kegs -----	.08-3/4	per lb.
25 and 50 lb. " -----	.09	" "
12 1/2 " -----	.09-1/4	" "

You will readily see that this is an increase of 1¢ per pound and we understand that the prices are going still higher within a very short time.

It is very important that you notify all the trade regarding the present situation, because this increase in price on White Lead and Zinc will eventually mean another jump in price on E.V.P., Porch & Deck Paint, etc.

Yours very truly,

C.P. Jarden,

Sales Manager.

HFR-C

Albion Auto Co. Albion, Ind.	Central Car Co. Columbiana, Ind.
Briggs Detroit Co. Detroit, Mich.	McFarlan Cgo Co. Columbiana, Ind.
Briggs Mfg. Co. Detroit, Mich. (Body makers)	Marathon Motor Works, Nashville, Tenn.
Chalmers Motor Co. Detroit, Mich.	Merdyke & Marston, Indianapolis, Ind.
Commerce Motor Car Co. Detroit, Mich.	Perry Mfg. Co. Indianapolis, Ind.
Studebaker Corp. & Flanders Detroit, Mich.	Willis Overland Co. Indianapolis, Ind.
Havens Motor Car Co. Pt. Huron, Mich.	Garford Co., Elyria, Ohio.
Hammett Motor Co. Detroit, Mich.	Baker Motor Vehicle Co. Cleveland, Ohio
Hudson Motor Car Co. Detroit, Mich.	Waco Electric Co. Cleveland, Ohio.
E. C. Rupp Corp., Detroit, Mich.	
Jackson Auto Co., Jackson, Mich.	
Krit Motor Car Co. Detroit, Mich.	
Leath Juergens Motor Co. Freemont, Ohio.	
Lozier Motor Car Co. Detroit, Mich.	
Paige Detroit Motor Car Co. Detroit, Mich.	
Regal Motor Car Co. Detroit, Mich.	
Warren Motor Car Co. Detroit, Mich.	
American Motor Car Co. Indianapolis, Ind.	

MACHINE AND GAS-ENGINE FINISHES

One of the most important features to consider is the preparation of the surface, which of course would be true in painting any metal surface or wooden surface, but metal particularly, in that it should be thoroughly clean and entirely free from rust, grease, oil, etc. In the large factories, the rust is generally removed by sand-blasting, which is the best and most thorough method, but where a sand-blast can not be employed, good results can be accomplished by using wire brushes, emery-cloth, sandpaper or carborundum paper. After the rust has been removed the surface should be washed with benzine, or preferably a solution composed of about three parts of benzine and one part of wood-alcohol. When dry it is ready for the Primer.

PRIMER

For the Primer, we would recommend, Gas-Engine Primer Liquid, which is listed on page 118 of the M S D price-list. This is supplied in liquid form, and should be brushed as it comes from the package. It should be brushed over the entire surface, and worked well into the crevices and corners and around bolt heads, screws, etc. This Primer is very tough and elastic, adheres perfectly, and will produce an excellent foundation for subsequent coats. It should be allowed to dry thoroughly, and lightly sanded, just enough to knock off the nibs, being careful not to cut through to the metal. Primer dries overnight. In some cases you will find that manufacturers are disposed to use Paste Primer or Machine Paint, reducing to a brushing consistency with turpentine. This method will give satisfactory results when the right materials and proportions are used, but you will readily note the advantage in using a Primer that is ready for use, as the goods and proportions are right, and it contains the necessary amount of binding liquids so that it will adhere perfectly.

FILLER

Machine or Gas-Engine Filler, is supplied in paste form, and can be knifed, strapped or brushed. If it is knifed or strapped, it could be used as it comes from the package or thinned slightly with turpentine or benzine. If brushed it should be thinned to a brushing consistency with turpentine or benzine. In event it is knifed or strapped, care should be exercised not to apply too heavily, for if the Filler is applied too heavily it will not dry thoroughly throughout, and unless each coat is thoroughly dry, some difficulty might be experienced on account of cracking or blistering, as the moisture would necessarily come out eventually. After the last knife or strap coat has been applied it is well to apply a final coat by brushing.

If all coats are brushed, each coat of course, should be allowed sufficient time to dry thoroughly, and if each alternate coat is crossed or brushed in an opposite direction to the preceding coat, the finished surface will be more uniform. After the last coat has been applied, some manufacturers go over the surface with a brush, saturated with benzine or turpentine only, and this has a tendency to dissolve the ridges and brush-marks and make the surface smoother. To secure a thoroughly smooth surface, however, the last coat must be sanded down with emery-cloth, carborundum paper or sandpaper. Filler dries in five to six hours.

SEALER

Following the Filler coats a coat of Sealer should be applied. These goods are supplied in liquid form, and will seal up the pores of the Filler, making the surface non-porous, so that the finishing-coat will hold up to the best advantage. The Sealer is offered in Black, Red, Maroon, Green and Gray, as listed in the price-list, page 118, so that you can select a shade that will be best adapted as a Ground for the color that will be used for finishing. In this way, the Sealer not only renders the surface non-porous, but acts as a Ground-coat so that the full tone and shade of the finishing-coat will be very apparent. It dries with an egg-shell or semi-gloss finish, and should be sanded lightly before subsequent coats are applied.

The sanding operation should, of course, be done very carefully, so as not to cut through the Sealer, as this would result in a lack of uniformity and gloss in subsequent coats, in that they would be flat when applied to those parts where the Sealer is removed by sanding.

If the engine or machine is to be tested, this should be done after the Sealer is applied and before it is sanded. Any oil which would come in contact with the surface after the Sealer would be applied, would not cause any difficulty, but of course, when the test is completed the oil must be thoroughly removed by washing with benzine or gasoline. When dry, sand as above stated and finish. Sealer should be allowed overnight for thorough drying.

FINISHING-COAT

Following the Sealer the finishing-coat is applied, either Oil-Proof Machine Paint, Lustral or Gas-Engine Enamel or Machine Enamel. All of these goods are supplied in liquid form, ready for brushing. The Oil-Proof will produce a rich velvet, half flat finish and is impervious to the action of lubricating oils.

In applying the Oil-Proof Machine Paint, it is well to use a Badger, a Fitch or practically any soft bristle-brush. The Badger, however, would give best results and should be about 2½ inches wide. Under favorable conditions Oil-Proof Machine Paint, Machine Enamel, Lustral Enamel or Gas-Engine Enamel will dry overnight.

If it is desirable to produce a better gloss finish than would be obtained by either of the Enamels mentioned, a coat of Free-Flowing Color Varnish could be applied, rubbed, striped and finished with a Clear Varnish.

One point in finishing machinery that is frequently overlooked is the condition of the brushes. If a satisfactory finish is expected, it is necessary to use good brushes on machinery as well as on any other surface, and short brushes or stumps could not be expected to give satisfactory results.

All of the materials mentioned herein are listed in the price-list. They are all well constructed and especially designed for the purpose mentioned.

RUBBER FINISHES (BAKING)

Rubber Finishes are used extensively on automobile accessories, lamps, horns, control-levers, etc. Also on all kinds of metal surfaces, including hardware specialties, toys, novelties, etc. Rubber Finishes Nos. 89, 91 and 92 are all of the same excellent quality, but bake out with a different degree of gloss. No. 91 is the flattest and has very little gloss. No. 92 carries more gloss, and No. 89 the most of the three.

They are naturally thin in consistency and can be brushed, dipped or sprayed as they come from the package. Spraying gives best results and is the method generally used. If it is necessary for certain classes of work to reduce, a small percentage of pure spirits turpentine only should be used.

When used on iron they will all bake in 1 hour at 400 degrees Fahrenheit. 1½ hours at 375 degrees Fahrenheit. 2 hours at 350 degrees Fahrenheit. 2½ to 3 hours at 300 degrees Fahrenheit. 3 to 4 hours at 250 to 275 degrees Fahrenheit.

When baked on brass lamps or other articles that are soldered, where the maximum heat tolerance will not permit of a higher temperature, bake for about six hours at 250 to 280 degrees Fahrenheit. If a high temperature can be used, bake for 3 hours at 350 degrees Fahrenheit.

Rubber Finish No. 94 is made along the same general lines, supplied in the same consistency, and should be applied the same as those above mentioned. It should be baked for about 4 hours at 250 degrees Fahrenheit, 3 hours at 280 degrees Fahrenheit or 2½ hours at 350 degrees Fahrenheit. It bakes out with a higher gloss than any of the others.

All of these goods are exceedingly tenacious, tough, elastic and durable. They work and flow perfectly, are very opaque and produce a uniform finish.

	1s		5s		barrels	
		B		B		B
Rubber Finish No. 89.....	6 00	1 40	1 15	1 25	1 10	1 10
Rubber Finish No. 91.....	6 00	1 40	1 15	1 25	1 10	1 10
Rubber Finish No. 92.....	6 00	1 40	1 15	1 25	1 10	1 10
Rubber Finish No. 94.....	6 00	1 75	1 15	1 60	1 10	1 45

Philadelphia

11-17-13

C. P. Jarden

Baltimore Gas Appliance & MFG Co.
Baltimore, Md.

11-4-13

GPJ-C

On your order for the above concern we have applied our Black Baking Finish, Y 74 A, which we have tested out in a thorough way and is, we are confident the best heat resisting paint of its kind that can be produced.

In our test we reduced Y 74 A, 75% with 0974 Special Reducer, and baked it three hours at 350 degrees. After it was baked out it was held in a flame until it became very hot with no serious effects, being tested and for 10 or 15 minutes of this time, the metal was placed in direct contact with the flame, but even then was not affected. I might mention that we used forced heat which would be a more severe test than with an ordinary gas jet.

Y 74 A could be either sprayed, brushed or dipped, but we believe that the spray would be the most economical for them. It produces an egg shell finish. The price in barrels is 80¢, 5's 90¢ and 1's \$1.00.

Inasmuch as Y 74 A represents the best heat resisting paint we have to offer at the present time, and we have nothing in our regular flat black finish which will stand nearly as much heat, we thought best to send simply one sample at the present time, because if Y 74 A will not do there will not be any use of submitting a flat black. However, we are very confident that Y 74 A will stand their test and will look forward to your report.

Yours very truly,

J. O. Hasson,

Manager.

AJK-D

R

P. S. Benzine can be used for a reducer, although of course, we prefer to push 0974, 30% in bbls.

0007-SWP-000010421

AIR DRYING RUBBER FINISHES

In connection with our line of Baking Rubber Finishes we have considered the advisability of adding an air drying material, duplicating as closely as would be possible, in an air drying finish, the results secured by the use of our Baking Finishes.

The increasing popularity of this type of finish has resulted in diverting considerable enamel business to the dull finish, also opening up many new avenues for sales, and in many instances, baking is not practical, either on account of the character of the work, or the lack of baking equipment.

To meet this requirement, we have designed two Air Drying Rubber Finishes, the first representing the best type of material, and the second a lower priced piece of goods which is intended to be offered only in such cases where the use of a lower priced finish is required.

For the first named piece of goods we offer our Air Drying Rubber Finish #48, Rex 6268. 6268 flows and covers very well, dries to handle in about 6 hours and hard in ten hours with a rich, dull, velvety finish. It can be brushed, sprayed or dipped, and for spray or dip work can be reduced from 10 to 20 percent with pure spirits of turpentine. It can be used on metal or wood, the wood being properly surfaced prior to its application, and is a very good piece of goods to offer, wherever the use of an air drying rubber finish is indicated. Price to apply is as follows:

	A	B
1a	1.60	1.75
5a	1.50	1.60

For a lower priced material, A D R Finish #85 can be offered and while not as high grade a rubber finish as represented in the above, it is nevertheless a satisfactory piece of goods and should command a good sale. In color and gloss it approximates 6268, being, however, of cheaper construction. It is a little lighter bodied than 6268, and we recommend that it be used in its original consistency for all work, although where slight thinning might be found advisable turpentine can be used in small quantities. It has good working qualities, dries hard over night, and holds up quite well in the package. Prices are as follows:

Rex 4085	A	B
1a	1.20	1.35
5a	1.10	1.20

BLACK RUBBER FINISHING
PAKING JAPAN
(0789)

For Brass or Iron Automobile Parts and
sundries.

<u>Is</u>		<u>Es</u>		<u>Blis</u>	
"A"	"B"	"A"	"B"	"A"	"B"
\$1.15	\$1.30	\$1.00	\$1.15	\$.85	\$1.00

Can be baked as follows —

<u>ON IRON</u>				
1	hour	at	400	degrees
2	"	"	375	"
3	"	"	350	"
4	"	"	300	"

ON BRASS

When Soldered

6 hour's at 250 degrees

When not soldered

3 Hour's at 350 degrees

No reduction required.

RUBBER FINISH JAPANS.

We have developed several Rubber Finish Japans at Newark that we believe can be used to excellent advantage in other quarters, and the following will outline to you fully the merits of these items:

Ev 67. Rubber Finish. Was designed as an Air Drying Japan or a low heat baking. When used as a Baking Japan it will bake in 4 to 6 hours at 180 to 200°. It can be reduced 10 to 25% with Turpentine, or half Turpentine and half Benzine for dipping. Use as furnished for brushing. It air dries in 18 to 24 hours, hard, tough and elastic. Prices as follows, in 12 gallon lots:

1's.....	\$1.50
Qts.....	1.70
Pts.....	.25
$\frac{1}{2}$ Pts.....	.15

Ev 69. Medium Low Heat Baking Finish. Bakes in 6 hours at 200 to 225°, depending on the surface and the amount of reduction. Can be reduced 10% where one coat is applied over iron or steel, but when applied over brass or aluminum should be used as furnished, and baked 6 hours at 225°. Price \$1.50 per gallon in 1's, 12 gallon lots.

Ev 2214. High Heat Rubber Finish Baking Japan. Bakes in 3 hours at 350°, and in 2 hours at 400 to 425°. This is one of the toughest Rubber Finishes we have made up, and is particularly adapted for metal stamping work, where it is necessary to form the metal after being japanned. This Japan can be reduced 10 to 15% when used over iron or steel. Price in 25 gallon lots, 1's \$1.30, 5's \$1.25.

METAL FURNITURE FINISHES

PRIMERS (LIQUID)

	1s	B
Metal Primer for Light Oak.....	1 60	
Metal Primer for Dark Oak.....	1 60	
Metal Primer for Circassian Walnut.....	1 60	
Metal Primer for Bird's-eye Maple.....	1 60	
Metal Primer for Mahogany.....	1 45	
Metal Primer for Copper Bronze.....	1 45	

SURFACERS (PASTE)

	25s	B
Surfacer for Light Oak.....	13	
Surfacer for Dark Oak.....	13	
Surfacer for Circassian Walnut.....	13	
Surfacer for Mahogany.....	13	
Surfacer for Bird's-eye Maple.....	13	

GRAINING GROUND (PASTE)

	25s	B
Graining Ground for Light Oak.....	22	
Graining Ground for Dark Oak.....	22	
Graining Ground for Circassian Walnut.....	22	
Graining Ground for Mahogany.....	34	
*Graining Ground for Bird's-eye Maple, per gallon.....	1 75	

GRAINING COLOR (PASTE)

	25s	B
Graining Color for Light Oak.....	20	
Graining Color for Dark Oak.....	20	
**Graining Color for Circassian Walnut.....	20	
Graining Color for Mahogany.....	20	
Graining Color for Bird's-eye Maple.....	16	

FINISHING (LIQUID)

	5s	B	barrels
Metal Furniture Baking Varnish.....	1s	1 95	B 1 80
***Copper Bronze Finish.....		B 3 00	5s B 2 85

*Ground Color for Bird's-eye Maple is White, ready for use, and should be grained with water colors (Distemper Colors). Varnish and baking give sufficient color to the ground which should not be baked more than 2½ hours at 180 degrees, or 3½ hours at 160 degrees.

**Graining Colors for Circassian Walnut, not mixed but used separately and blended together.

***Copper Bronze Finish—usually stippled fine or coarse for various effects, and striped or decorated, and finished with Metal Furniture Baking Varnish.

Where the manufacturer or consumer has had experience with the air-brush or sprayer, these goods are often applied with it up to and including the Ground Color.

METAL FURNITURE FINISHING

In order to simplify matters as much as possible, we have subdivided the subject of Metal Furniture Finishes covering the more important branches of the business, and submit the following as representative of the goods and methods that would generally be used for producing the various effects:

CLASS A—DIVISION 1 (IMITATION WOOD FINISHES)

The imitation of each different wood is carried through in practically the same manner, the difference being in the color of the various materials, and of course, the difference in graining.

CLASS A—DIVISION 1

Operation 1—The surface should be thoroughly cleaned and entirely free from rust, dirt and grease. If necessary, remove rust with sand-blast, wire brushes or emery or sandpaper, and wash with gasoline. The addition of about 25% of wood-alcohol to the gasoline will be conducive to best results.

Operation 2—Primer—supplied ready for use. One coat is generally used and is applied by brushing; baked 4 hours at 180 degrees.

Operation 2-A—Surfacer—supplied in paste form. Can be brushed or knifed and should be reduced with turpentine to the desired consistency for either brushing or knifing. Surfacers are only used to fill joints or when the metal is rough and it is necessary to use a pigment surfacer to fill the depressions or pits. Sand to surface, being careful not to cut through Primer. Bake 3 hours at 160 to 180 degrees, using the lower temperature for the lighter shades.

Operation 3—Ground Color—supplied in semi-paste consistency. Should be reduced with turpentine to a brushing consistency and brushed one coat. It flows out smoothly and covers well. Bakes in 4 hours at 180 degrees. Sand lightly, using fine sandpaper.

Operation 4—Graining Color—supplied in paste form. Reduce with turpentine to a body consistent with the color used. The grainer frequently tempers the graining color to suit surface conditions and his own ideas of blending. Applied and blended or grained to resemble the grain of the wood. Bakes in 3 hours at 180 degrees. Some manufacturers prefer water-color for graining, and for this purpose we would recommend our Distemper Colors, although we consider our regular Graining Colors superior to Water-Colors, as they are ground in oil and will adhere better.

Operation 5—Clear Varnish—brushed and baked 4 to 5 hours at 180 degrees. Rubbed with powdered pumice-stone and water.

Operation 6—Clear Varnish—brushed and baked 4 to 5 hours at 180 degrees. Either rubbed or left in the gloss as desired.

Operation 6 can be eliminated, depending on the results desired, and only one coat of varnish used.

CLASS A—DIVISION 2

Solid Color Finishes—Metal Furniture Filing Cabinets, etc. The usual method of finishing the above is as follows: Everything is dipped one coat of Primer, which is usually reduced about 25% with turpentine, drained well and baked for 3½ hours at 180 degrees to 200 degrees. Primer used is always an approximate match for the Enamel to follow, so that this one coat will suffice for the interiors or parts not always in view. The dipping of this also insures the thorough coating of the metal at all points, thus preventing any rusting taking place.

Following this, Primer is sanded lightly on all exterior surfaces and one coat of Metal Finishing Enamel Baking brushed on. This is baked at 180 to 200 degrees for 3½ hours. Rubbed with powdered pumice and water; stripe or transfer applied, and when dry, followed by one brush-coat of our Metal Furniture Finishing Varnish Baking. This is also baked for 3½ hours at 180 to 200 degrees, and either left in the gloss or rubbed with powdered pumice and water and left in rubbed finish.

CLASS B

This would comprise the same materials and procedure throughout as Class A, but for cheaper grades of work, the Clear Varnish can be omitted when there is no striping or transfer work. This class of finish is also either left in the gloss or rubbed and left dull. The latter being the more common and really the most desired, as this character of finish mars or scratches less readily. We believe it preferable to use Linseed or Machine Oil instead of water for rubbing this class of finish, as this gives a little richer tone to the color. Sometimes rotten stone is used to rub instead of pumice, it being much softer and finer and does not tend to scratch as much and leaves a more velvet finish than when pumice is used.

CLASS C

This class of finish is used quite generally on metal lockers and in places where a high-class finish is not necessary and not sufficiently economical to suit the manufacturer. Various grades of materials are used from our Lustral Quality Enamels up to those mentioned above. The cheaper goods are either air-dried, approximately 18 hours or baked 2½ hours at 160 degrees, reduced approximately 20%, and dipped or brushed as may suit the manufacturer. Usually not more than one coat is applied. The best recommendation for this class of work would be as follows:

METAL FURNITURE FINISHING, CLASS C—Continued

Apply a dip-coat of our Primer previously mentioned (Class A—Division 2), reduced approximately 50% with Varnish Color Reducer, and baked approximately 3 hours at 180 degrees, or dip one coat of Primer exactly same as Class A—Division 2, baked 3½ hours at 180 degrees, and rub face of doors, prominent parts, etc. Stripe and brush one coat of varnish; bake 3½ hours, at 180 degrees. We have various reducers both gloss and turpentine substitutes which we are glad to recommend where we know the prices, conditions and materials to be used.

The Solid Color Finishes are generally Olive Green or Maroon and comprise a variety of different shades. We have made several of each, and by establishing a large volume of business on selected shades, we will be enabled to quote a more favorable price, but will not list them regularly. We can not consistently attempt to make definite recommendations for these large accounts where the solid finishes are used until we have specific information as to their individual requirements, but the information we have given you will be sufficient for you to work on, and we will cover the situation more thoroughly as the occasion requires.

The prices, however, on the Primers would generally be about \$1.50 to \$1.75 per gallon in lots of 50 gallons or more, and on the Enamels would range from \$1.75 to \$2 per gallon in 5s, 50-gallon lots or over.

BLACK BAKING JAPANS (LIQUID)

	1s	5s	barrels
	B	B	B
Superfine Fender.....	1 30	1 20	10
Premier.....	1 15	1 05	95
Ebony.....	1 05	95	85
Crown.....	90	80	70
Climax.....	80	70	60
Premo.....	70	60	50

BLACK BAKING JAPAN REDUCERS

	1s	5s	barrels
	B	B	B
Reducer No. 31.....	65	55	45
Reducer No. 74.....	60	50	40

SUPERFINE FENDER

Absolutely the finest Black Baking Japan made, especially designed for all high-grade work, such as automobile fenders, hoods, tool-boxes, bow-sockets and accessories. Works and flows perfectly, even on the largest surfaces, producing a brilliant, well rounded out, high gloss, dense black finish. Is extremely tenacious, elastic and durable. Supplied in brushing consistency, but should be reduced, depending on character of surface, quality of metal and results desired, approximately one part Reducer to three parts Japan for dipping, and one part of Reducer to two parts of Japan for spraying. For best results the Reducer used should be Special Reducer No. 31; although if it is necessary for reasons of economy to use a lower priced reducing agent, satisfactory results can be obtained by using Reducer No. 74, or Benzine. It should be baked about 1½ to 2 hours at 400 degrees, 3 hours at 350 degrees or 4 to 5 hours at 300 degrees.

For finishing fenders, hoods, etc., we recommend two or three dip-coats over the bare metal, one or two coats over Anti-Rust Primer No. 94, baking the first coat of Japan for 2½ hours at 350 degrees. We recommend rubbing or mousing the first coat of Japan prior to applying finishing-coat of Japan, as this brings out a fuller and richer finish than if the material were applied without rubbing or mousing first coat of Japan. The baking temperature and time suggested for first coat of Japan permits rubbing or mousing.

PREMIER

Premier quality for typewriters, sewing-machine heads, bicycles and work requiring a high grade, elastic, dense black and durable finish. Works and flows freely and finishes with a brilliant lustre. Bakes hard enough in 4 to 5 hours at 300 degrees to admit of rubbing and polishing. It can also be baked at a higher temperature for a shorter time, as follows: 3 to 4 hours at 350 degrees or 1½ to 2 hours at 400 degrees. Supplied in brushing consistency, and should be reduced about one part of Reducer to three parts of Japan for dipping, or one part of Reducer to two parts of Japan for spraying, although for some work it can be reduced more or less, depending on the results desired. We would recommend the use of special Japan Reducer No. 31, although satisfactory results can be obtained by using turpentine, Reducer No. 74 or naphtha.

EBONY

An exceptionally dense black Japan producing a high gloss, durable finish, covers solid one coat over bare metal, very free-flowing, tenacious and elastic, and used successfully on automobile accessories and telephones where a lower priced Japan than Superfine Fender Japan is required. Supplied in brushing consistency, and should be reduced approximately one part of Reducer to three parts of Japan for dipping, or one part of Reducer to two parts of Japan for spraying. Will bake in 3 to 4 hours at 350 degrees, or if a higher temperature is desired for a shorter time, 1½ to 2 hours at 400 degrees would be satisfactory. It should be reduced with Special Reducer No. 31, but satisfactory results can be obtained by using either turpentine, Reducer No. 74 or naphtha.

BLACK BAKING JAPAN REDUCERS—Continued

CROWN

Crown Black Baking Japan has been developed to meet the demand for a medium priced quality, which will give satisfactory results at a more economical figure than those mentioned above. Recommended for sewing-machine stands, carriage and saddlery hardware, toys, novelties, etc., and has been used successfully on automobile tool-boxes and accessories, requiring a Japan at this figure. Supplied in brushing consistency and should be reduced for dipping one part of naphtha to three parts of Japan, or for spraying one part of naphtha to two parts of Japan. It bakes with a good gloss and affords the maximum amount of durability, elasticity and tenacity, consistent with the price. Baking time and temperature is 3 to 4 hours at 350 to 375 degrees and 5 to 6 hours at 300 degrees. It can be reduced successfully with Reducer No. 74 or naphtha.

CLIMAX

This Japan is used largely for dipping; has very good body and can be reduced for some work with equal parts of naphtha. Recommended for tinware, shelf hardware, coffee-mills, registers, ventilators, etc. It can be baked 2 to 3 hours at 250 to 300 degrees Fahrenheit and 3 to 4 hours at 200 to 250 degrees. It should be reduced with Reducer No. 74 or naphtha.

PREMO

Intended particularly for use on springs and a general line of wire goods. Reduced one part naphtha to one part of Japan produces a dense, elastic, high gloss finish. It may be reduced more or less depending on results required. Bakes hard in 1 to 1½ hours at 350 to 400 degrees.

ANTI-RUST PRIMER NO. 94 (BLACK BAKING)

Especially designed for priming metal surfaces, and as a first coat under Black Baking Japan or Black Baking Enamels. Particularly adaptable to priming automobile fenders, hoods, tool-boxes, bow-sockets, etc., in fact any articles on which a high-class, Black Baking Finish is desired. For brush work, should be reduced about one part reducer to two parts Primer No. 94, for dip or spray work, one part reducer to one part Primer No. 94. For best results, the reducer used should be pure spirits turpentine, although if it is necessary for reasons of economy to use a lower priced reducer, the turpentine could be mixed with Reducer No. 74 or Benzine, using as much turpentine as possible. It should be baked 3 hours at 300 degrees Fahrenheit, or 2 hours at 400 degrees Fahrenheit. It can, however, if necessary, be baked as low as 220 degrees for 4 hours. Produces an egg-shell or semi-flat finish; is very tenacious, tough and elastic, and a most excellent foundation for subsequent coats.

BLACK JAPANS, AIR-DRYING

	1s	B	5s	B	barrels	B
		1 40		1 25		1 10
Premier.....	75	1 05	95	75	85	
Trunk.....	70	60	60	50	50	
Implement.....	65	55	55	45	45	
No. 5.....	55	45	45	35	35	

PREMIER BLACK, AIR-DRYING

Used for brush work. Is recommended for use on iron railings, etc., where a good lustre is required. Dries dust-free in 20 to 30 minutes and hard in 4 to 5 hours. Furnished ready for application.

TRUNK BLACK, AIR-DRYING

Has good working and flowing properties. Dries dust-free in 30 minutes and hard in 6 hours. Has good gloss. May be thinned with one part naphtha to two parts Japan or two parts naphtha to three of Japan, depending on results required.

IMPLEMENT BLACK, AIR-DRYING

For use on implements, rough castings and ironwork requiring a dense black. Has exceptionally good covering properties. Dries dust-free in 20 to 30 minutes and hard in 5 to 6 hours. For brush work no thinner is advised. For dipping, reduce with one part naphtha to two parts Japan.

No. 5 BLACK, AIR-DRYING

Suitable for rough castings, boilers, sheet-iron work, etc. For brush work one part naphtha to four parts Japan, and for dipping, one part naphtha to two parts Japan is recommended. Dries dust-free in 15 to 20 minutes and hard in 4 to 5 hours.

NOTE—Representative's report should state:

1. Baking temperature.
2. Baking time.
3. Number of coats.
4. Price now paying.
5. Amount of thinner used.
6. Annual consumption.
7. Goods now using.
8. Character of surface.
9. Method of application.

ALUMINUM PAINT PRIMER (LIQUID)

For use under Aluminum Paint to get most brilliant and durable finish

	1/4s	1/2s	1s
Gray.....	1 60	1 55	1 50

ALUMINUM PAINT THINNER (LIQUID)

For use in mixing bronze and for thinning Aluminum Paint

	1s	5s	barrels
	B	B	B
	1 60	1 50	1 40

BEDSTEAD ENAMELS (LIQUID) BAKING

	1s	5s	barrels
	B	B	B
White Primer.....	1 60	1 80	1 35
White Finishing.....	2 05	1 95	1 90
Ivory White Finishing.....	2 05	1 95	1 90
Primrose Finishing.....	1 95	1 85	1 70
Sea Green Finishing.....	1 95	1 85	1 70
Robin's Egg Blue Finishing.....	1 95	1 85	1 70
Shell Pink Finishing.....	1 95	1 85	1 70
Emerald Green Finishing.....	1 95	1 85	1 70
Silver Gray Finishing.....	1 95	1 85	1 70
Rose Pink Finishing.....	1 95	1 85	1 70
Willow Green Finishing.....	2 10	2 00	1 85
French Permanent Green Finishing.....	1 95	1 85	1 70
Carmine Finishing.....	2 35	2 25	2 10
Vermilion Finishing.....	2 75	2 65	2 50
Dead Ebony Black Finishing.....	1 95	1 85	1 70
Maroon.....	1 95	1 85	1 70
Baby Blue.....	1 95	1 85	1 70
Apple Green, L., M. and D.....	1 95	1 85	1 70

VERNIS MARTIN FINISH, BAKING

For bedsteads, furniture, novelty work and decorating

		per pound
		B
Bronze (Dry).....		1 25
	1s	5s
	B	B
Bronzing Liquid.....	2 25	2 15
Finishing.....	4 00	3 90
Satin Finish.....	4 00	3 90

ALUMINUM BRONZE (DRY)

Screw-top cans

	1s	5s	per pound
			25s
No. 8000.....	1 25	95	90

DRY BRONZE

	1s	per ounce
		1, 2 and 4-ounce bottles
C. M. F. L. Aluminum XXX.....	3 00	40
C. M. F. L. Aluminum A.....	2 50	35
Brilliant Aluminum.....	1 00	20
Silver Bright Aluminum.....	80	
C. M. F. L. Gold XXX.....	2 50	35
C. M. F. L. Gold A.....	2 00	30
No. 10,000 Gold.....	1 25	25
No. 5,000 Gold.....	1 10	20
No. 1,000 Gold.....	1 00	15

ALUMINUM PAINT

	1s	B
	3 40	3 55

FACTORY COATING

Cold-water paint for inside use in factories, etc. Five pounds of powder, mixed with water, will make a gallon, which will cover approximately 200 square feet.

Per pound..... barrels B 3

HANDCRAFT STAINS (LIQUID)

For producing artistic effects on furniture, modern interiors, etc.

	1s	B	5s	B	barrels	B
Antwerp Oak.....	2.25	2.00	2.10	2.35	2.00	2.25
Bog Oak.....		2.00		2.35		2.25
Brown Oak.....		2.00		2.35		2.25
Cathedral Oak.....		2.00		2.35		2.25
Early English Oak.....		2.00		2.35		2.25
Flemish Oak.....		2.00		2.35		2.25
Fumed Oak.....		2.00		2.35		2.25
Old English Oak.....		2.00		2.35		2.25
Tavern Oak.....		2.00		2.35		2.25
Weathered Oak.....		2.00		2.35		2.25
Green Weathered Oak.....		2.00		2.35		2.25
Mahogany.....		2.00		2.35		2.25
Walnut.....		2.00		2.35		2.25

MAHOGANY STAINS (SPECIAL)

	1s	B	5s	B	barrels	B
Handcraft Mahogany, Extra Dark No. 7550.....		2.00		1.85		1.75
Handcraft Mahogany, Dark No. 7491.....		2.00		1.85		1.75
Permanent Mahogany Stain No. 700, Light.....		1.00		.90		.80
Permanent Mahogany Stain No. 700, Dark.....		1.00		.90		.80

No. 7550 is also Handcraft quality, but is darker than either Handcraft Mahogany (standard) or Handcraft Mahogany Dark No. 7491.

No. 7491 is of Handcraft quality, but considerably redder than our standard Handcraft Mahogany.

No. 700 Stains, generally known as Acid Type Stains, are of the best possible shade and tone for all first-class finished woodwork, including pianos and high-grade furniture of birch or mahogany. They are absolutely permanent and fast when exposed to strong light. Intermediate shades between light and dark can be obtained by the mixture of the two stains in varying proportions until the desired shade is procured. These Stains are intended for the highest type of Mahogany finish on birch and mahogany, and will have a tendency to slightly raise the grain of the wood. Because of their tendency to do this, their use should be recommended accordingly.

WOODCRAFT STAINS (LIQUID)

	1s	B	5s	B	barrels	B
Early English.....	1.75	2.00	1.7	1.90	1.6	1.25
Weathered Oak.....		2.00		1.90		1.25
Mahogany, Light.....		2.00		1.90		1.25
Mahogany, Dark.....		2.00		1.90		1.25
Cherry.....		2.00		1.90		1.25
Fumed Oak.....		2.00		1.90		1.25
Modern English.....		2.00		1.90		1.25
Green Weathered.....		2.00		1.90		1.25

GOLDEN OAK STAIN (LIQUID)

For sundry staining uses

	1s	B	5s	B	barrels	B
.....		1.35		1.25		1.15

FURNITURE WAX (PASTE)

For furniture finishing, etc.

	2s	B	5s	B	25s	B	kegs	B
.....		25		25		22 1/4		21 1/4

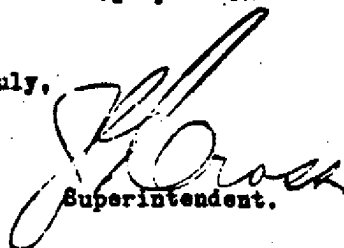
Bulletin No. 136

March 10, 1916 191

Subject Revised Specification For
 Using Mahogany Stain No. 700

We attach new specification sheet "J" to be inserted in the B-303, the new portfolio of working specifications. Kindly remove the present sheet "J" as Pure White Shellac is used over Mahogany Stain No. 700 heretofore supplied, and is changed on new sheet "J" to Mission-lac should be used over the Mahogany Stain No. 700 (revised).

Yours very truly,


Superintendent.

Full Decorative Bulletin
List & Trade Sales Reps.

0007-SWP-000010431

MAHOGANY FINISH--(Mahogany, Birch or Maple).

First apply one coat of Sherwin-Williams Permanent Mahogany Stain No. 700 (Light, Dark or Antique Brown), and after allowing to dry thoroughly rub very lightly with 00 finishing paper. Then fill the grain of the wood with Sherwin-Williams Mahogany Paste Filler, wiping off across the grain with burlap or excelsior. When thoroughly dry apply a coat of Sherwin-Williams Mission-lac and rub lightly with 00 sandpaper. Then apply two coats of Sherwin-Williams Scar-not Varnish, the first coat of which shall be rubbed lightly with 00 sandpaper. For a dull finish rub the last coat with pumice-stone and oil or pumice-stone and water. For a polished finish rub the last coat with pumice-stone and water; after allowing to stand one day, polish.

Rooms.....

.....

HANDCRAFT SYSTEM EFFECT FINISH--(Quarter-Sawed Oak and other Open-Grain Wood).

Apply first a coat of Sherwin-Williams Handcraft Stain.....

Allow to stand 18 to 24 hours for thorough drying. Then apply a coat of Sherwin-Williams Mission-lac, which when thoroughly dry should be sandpapered lightly with 0000 finishing paper to a perfectly smooth surface. Next apply a coat of Sherwin-Williams.....Flat-Tone (Liquid) as it comes from the can, applying to only such an amount of surface at a time as will permit of wiping it off (across the grain of the wood) perfectly clean with a soft cloth, removing all of the Flat-Tone except that which remains and is meant to remain in the pores of the wood. A final coat of Sherwin-Williams Velvet Finish Varnish No. 1044 should be applied for effects Nos. 1, 24, 25 and 26

Rooms.....

.....

Bulletin No.

191
February 8, 1916

Subject

Advance in Prices on Handcraft Mahogany,
Woodcraft Mahogany and Permanent Mahogany Stains.
Mahogany Oil Stain, Dark.

EASTERN EDITION

Revised information has been obtained relative to our stocks of Mahogany Stains, and in view of the likelihood that no additional dye stuffs can be obtained, it will be necessary to increase our prices, effective immediately, to the following basis:

HANDCRAFT MAHOGANY, Page 43

$\frac{1}{2}$ Pts.	Pts.	Qts.	$\frac{1}{2}$ Gals.
\$.60	1.10	1.95	3.75

WOODCRAFT MAHOGANY, Page 44

$\frac{1}{2}$ Pts.	Pts.	Qts.	Gals.
\$.60	1.10	1.95	7.35

PERMANENT MAHOGANY, LIGHT, DARK and ANTIQUE BROWN, Page 43

$\frac{1}{2}$ Pts.	Pts.	Qts.
\$.65	1.20	2.15

List prices per package.

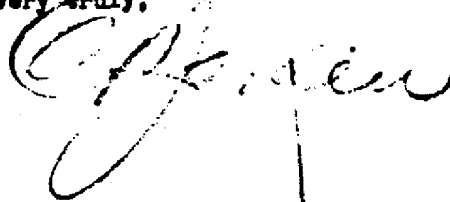
No half-gallon packages of Permanent Mahogany Stains are available, for which reason it will be necessary to fill orders in the sizes indicated. I desire to make clear that on account of the unusual situation affecting our Mahogany Stains, we cannot guarantee the above prices to remain in force for any definite period. It will be necessary, in order to handle the situation to best advantage, that you continue referring orders to this office for approval.

MAHOGANY OIL STAIN, DARK, Page 44

	$\frac{1}{2}$ Pts.	Pts.	Qts.	$\frac{1}{2}$ Gals.	Gals.
Advance to	\$.25	.45	.80	1.45	2.75

List prices per package. No change in Mahogany Light.

Yours very truly,



NEW PRICES ON AJAX INSULATING MATERIALS

<u>Name</u>	<u>Rx</u>	<u>B</u> <u>1s</u>	<u>B</u> <u>5s</u>	<u>P</u> <u>Bbls.</u>
Clear Air-Drying No. 1	0873	\$1.15	\$1.05	\$1.00
Clear Air-Drying No. 2	01146	1.30	1.20	1.10
Clear Quick Baking	01146	1.30	1.20	1.10
Clear Elastic Baking	0346	1.35	1.20	1.10
Black Air-Drying	0721	1.00	.90	.80
Black Quick Baking	0876	1.20	1.10	1.00
Black Elastic Baking	0670	1.35	1.20	1.10
Ajax Finishing Varnish Black				
Air-Drying	01132	1.70	1.55	1.45
Ajax Clear Finishing Varnish				
Air-Drying	01096	1.70	1.55	1.45
Underwriters Black Acid-resisting				
Insulating Paint	01174			
		<u>Pts.</u>	<u>Qts.</u>	
		1.30	1.10	
			.90	.80
				.70

<u>Name</u>	<u>Rx</u>	<u>\$</u> <u>1s</u>	<u>\$</u> <u>5s</u>	<u>\$</u> <u>Bbls.</u>
Ajax Black Acid-Proof Paint	01136	\$.90	\$.80	\$.70
Ajax Clear Elastic Cambric				
Varnishes (Baking)	(See note Page 128 of list)			
Ajax Coillac	01164	1.00	.90	.80
Ajax Lustro-Lac	01165	1.10	1.00	.90
CORE PLATE VARNISH ES				
Ajax Core Plate Varnish Black				
Air-Drying	14028	.80	.70	.60
Ajax Core Plate Varnish Oil-				
Proof Baking	0908	1.00	.90	.80
Ajax Clear Ignition Cable				
Varnish	0972	1.30	1.20	1.10
Ajax Magnet Wire Enamel Baking		1.80	1.70	1.60
Ajax Magnet Black	14022	1.45	1.35	1.25
AJAX IMPREGNATING COMPOUNDS				
Black Impregnating Compound	0965	....	....	Drums .05½
Oil-Proof Impregnating Compound	0874	....	....	.13
Impregnating Compound Reducers				Bbls.
No.1	0962	....	.85	.70
No.2	01038	....	.85	.70
Ajax Filling Compound	01058	....	....	Drums .03½
Ajax Tube Filling Compound		....	....	.03

"A" prices 10¢ less than the above.

FURNITURE GRAINING INK (PASTE)

For imitating oak on plain woods

	5s	25s	100s
	B	B	B
Golden Oak.....	22	20	19

S-W FILLERS (PASTE)

For filling open-grained woods

	25s	100s	1/2 barrels and barrels
	B	B	B
Antique Oak.....	7 1/2	7	6 1/2
Golden Oak.....	7 1/2	7	6 1/2
Golden Oak, Dark.....	7 1/2	7	6 1/2
Light Oak.....	7 1/2	7	6 1/2
Red Oak.....	7 1/2	7	6 1/2
Transparent.....	7 1/2	7	6 1/2
Mahogany.....	7 1/2	7	6 1/2
Walnut.....	7 1/2	7	6 1/2
Early English.....	7 1/2	7	6 1/2

INSULATING MATERIALS

AJAX INSULATING VARNISHES

(Use Benzine thinner for all except Black and Clear Finishing Varnishes)

	1s	B	5s	B	barrels	B
Clear Air-Drying No. 1.....	1	05	5	95	7	85

Adapted for use in repair-shops not equipped with baking facilities. Air-dries in five to six hours. Is fair in point of flexibility, moisture and oil-proof qualities. Used on armature, field and magnet-coils.

	1s	B	5s	B	barrels	B
Clear Air-Drying No. 2.....	1	20	5	10	1	00

Used similarly to No. 1, but is superior to it in flexibility, moisture-proof and oil-proof qualities and heavier in body. Air-dries in eighteen to twenty hours and should be recommended wherever consumer can allow this period for drying.

	1s	B	5s	B	barrels	B
Clear Quick Baking.....	1	20	5	10	1	00

For quick repairs to motor transformer and generator windings. Bakes in three hours at 200 degrees Fahrenheit. Is oil-proof and water-proof, elastic and a high insulator. Acid-proof and free from acids.

	1s	B	5s	B	barrels	B
Clear Elastic Baking.....	1	25	5	10	1	00

A tough and very elastic high heat-resisting varnish. Is oil-proof, water-repellent and has an insulating value of 1000 to 1200 volts per 1-1000 inch thickness. Bakes in six hours at 200 degrees Fahrenheit. Made particularly for insulating armature and field-coils but is also used in making varnish cambric and other sheet insulations.

	1s	B	5s	B	barrels	B
Black Air-Drying.....	1	90	5	80	7	70

A jet black, glossy and moisture-proof varnish, possessing the maximum amount of elasticity possible in a material of this character and air-drying in one half-hour. Used for dipping new armature and field-coils and for repair-work requiring a varnish which will air-dry quickly.

	1s	B	5s	B	barrels	B
Black Quick Baking.....	1	10	5	00	7	90

Bakes in four hours at 200 degrees Fahrenheit. Is elastic, oil and water-proof, possesses high gloss, is a good insulator and has a tenacious film. For quick repairs to motors, generators and transformers.

	1s	B	5s	B	barrels	B
Black Elastic Baking.....	1	25	5	10	1	00

Particularly suitable for insulating high voltage generator windings, oil-cooled transformer coils and street railway motor armature and field-coils, which are subjected to continued vibration and varying loads. Bakes in eight hours at 200 degrees Fahrenheit. Is exceedingly elastic, absolutely impervious to oil and water and is excellent in resistance to high temperatures. Resistance to puncture 1200 volts per 1-1000 inch thickness.

	1s	B	5s	B	barrels	B
Ajax Finishing Varnish Black Air-Drying.....	1	60	5	45	1	35

Used as a finishing-coat on all kinds of electrical apparatus to prevent absorption of lubricating oils and moisture. This is a spirit varnish which air-dries in ten to fifteen minutes, is deep black in color with a good high gloss. Oil-proof, water-proof, durable and keeps in perfect solution. Thin with Denatured Alcohol.

	1s	B	5s	B	barrels	B
Ajax Clear Finishing Varnish Air-Drying.....	1	60	5	45	1	35

Used in same manner as Black Finishing and except for color has same general characteristics. Thin with Denatured Alcohol.

	pts.	B	qts.	B	1s	B	5s	B	barrels	B
	1	20	1	00	1	80	5	70	1	00

Underwriters Black Acid-resisting Insulating Paint

Used for meter-boards, switch-boards, mouldings, aerial and underground cables, service-boxes, street-car trucks and fenders, controller-boxes, trolley-stands and poles, motor-frames, and as a general product for protective and insulating purposes. Air-dries in one half-hour, is impervious to moisture and flame-resisting. Possesses good acid-resisting qualities, gives a high-gloss finish, compact coating and is a fair insulator. Thin with benzine.

VAMISH SALES DEPARTMENT

Bulletin No 354

Dec. 11, 1915.

Subject Price Change on Reducers (liquid) For Mr. Larkins
and Ajax Insulating Materials

With constantly increasing costs on raw materials entering into our Reducers as listed on Page 118 Manufacturers Section, also on the complete line of Ajax Insulating Materials as listed on Pages 127 to 129 inclusive, it has been necessary to make the following advances in selling prices.

NEW PRICES

NAME	R-	B 1s	B 5s	B Bbls.
Boisland Enamel Reducer	C1775	\$.80	\$.80	\$.70
Boisland Primer Reducer	C450	.80	.70	.60
Baking Enamel Reducer	C540	1.35	1.15	1.15
Hardcraft Enamel Reducer	C640	1.85	1.85	1.75
Hardcraft Primer Reducer	C1036	1.80	1.70	1.60
Furniture Varnish Reducer	C368	.90	.80	.70
Impervious Varnish Reducer	C614	.70	.60	.50
Paint Reducer	C614	.70	.60	.50
Special Varnish Reducer	C1275	1.00	.90	.80
Varnish Primer Reducer	C368	.90	.80	.70
White Enamel Reducer	C1775	.90	.80	.70
Boisland Primer Reducer #10	C515	.60	.65	—

*All prices 10¢ less than above

Notes: Certain R- numbers have been changed in the above list of Reducers, so please check all records carefully, using R- numbers as shown from now on.

NEW PRICES ON AJAX INSULATING MATERIALS

NAME	R-	B 1s	B 5s	B Bbls.
Clear Air-Drying No. 1	C875	\$1.15	\$1.05	\$1.00
Clear Air-Drying No. 2	C1140	1.30	1.20	1.10
Clear Quick Drying	C1140	1.30	1.20	1.10
Clear Electric Drying	C540	1.35	1.20	1.10
Black Air-Drying	C751	1.00	.90	.80
Black Quick Drying	C770	1.20	1.10	1.00
Black Electric Drying	C571	1.35	1.20	1.10
Ajax Flexible Varnish Black				
Air-Drying	C1130	1.70	1.55	1.45
Ajax Clear Flexible Varnish				
Air-Drying	C1056	1.70	1.55	1.45
Impervious Black Acrylic				
Insulating Paint C1274				
Primer		.90	.80	.70

0007-SWP-000010438

<u>Items</u>	<u>Rx.</u>	<u>B 1s</u>	<u>B 5s</u>	<u>B bbls.</u>
Ajax Black Acid-Proof Paint	01136	\$.90	\$.80	\$.70
Ajax Clear Elastic Cambric Varnishes (Baking)	(See note Page 128 of list)			
Ajax Coillac	01164	1.00	.90	.80
Ajax Lustro-Lac	01165	1.10	1.00	.90
CORE PLATE VARNISHES				
Ajax Core Plate Varnish Black Air-Drying	14028	.80	.70	.60
Ajax Core Plate Varnish Oil- Proof Baking	0908	1.00	.90	.80
Ajax Clear Ignition Cable Varnish	0972	1.20	1.20	1.10
Ajax Magnet Wire Enamel Baking		1.80	1.70	1.60
Ajax Magnet Black	14022	1.45	1.35	1.25
AJAX IMPREGNATING COMPOUNDS				
Black Impregnating Compound	0965	....	....	Drums .05½
Oil-Proof Impregnating Compound	0874	....	....	.13
Impregnating Compound Reducers				Bbls.
No. 1	0962	....	.85	.70
No. 2	01038	....	.85	.70
Ajax Filling Compound	01052	....	....	Drums .03½
Ajax Tube Filling Compound		....	....	.03

"1" prices 10¢ less than the above.

Please see that all interested are fully informed regarding these advances, which are in effect immediately.

Yours very truly,

Manager.

Dist. Sales & Pro. Mgrs. excepting Pacific Coast.
Full list and
All Representatives. " " "

0007-SWP-000010439

	1s	B	5s	B	barrels	B
Ajax Black Acid-Proof Paint.....	75	80	70	60		

Designed for use on battery-boxes to resist action of Sulphuric and other acids. Air-dries in eight hours, is acid-proof, water-proof, flame-resisting and has good insulation. Thin with benzine.

Ajax Clear Elastic Cambric Varnishes (Baking)

Used in large quantities for the manufacture of varnish cambric or (varnish cloth), and for treating other sheet insulations, such as silks, bond, express and Hercules Papers. We have a good volume of business established on the above products, but as the requirements of all consumers vary somewhat, business of this character should be referred to the Insulating Department for recommendations and prices.

	1s	B	5s	B	barrels	B
Ajax Coillac	90	75	80	70		

A Black Baking Insulating Varnish for general coil work and insulating purposes. Combines high gloss with great elasticity and puncture resistance. Can be either baked at 190 degrees Fahrenheit for from 4 to 5 hours or air-dried within twenty to twenty-four hours. Should be sold in competition with materials such as "Armalac," etc.

	1s	B	5s	B	barrels	B
Ajax Lustro-Lac	1 00	75	90	70		

A quick Air-Drying Black Insulating Varnish similar to Ajax Black Air-Drying, but somewhat quicker in drying. Can be used for armature and field-coil work, and is particularly valuable as a varnish for general repair-work. Should be recommended in competition with material such as "Enamelac."

CORE PLATE VARNISHES

	1s	B	5s	B	barrels	B
Ajax Core Plate Varnish Black Air-Drying.....	70	75	60	60		

For insulation of armature, field and air-cooled transformer punchings, or laminations. A tenacious and high heat-resisting black varnish, which contains an insulating pigment and produces a perfectly uniform coating. Will stand 45 per cent reduction with benzine. Air-dries in five minutes.

	1s	B	5s	B	barrels	B
Ajax Core Plate Varnish Oil-Proof Baking.....	90	75	80	70		

For insulating high voltage generator laminations and for insulating and separating laminations used in building up cores of oil-cooled transformers. Is elastic, tenacious, heat-resisting and proof against oil, water and acids. Bakes in five minutes at 250 degrees Fahrenheit. Reduce with benzine.

	1s	B	5s	B	barrels	B
Ajax Clear Ignition Cable Varnish.....	1 20	1 10	1 10	1 00		

Used by manufacturers of Ignition Cable for applying saturating and finishing-coats to ignition cable of all sizes. Bakes in one and one-half hours at 200 degrees Fahrenheit. Reduce with benzine.

	1s	B	5s	B	barrels	B
Ajax Magnet Wire Enamel Baking.....	1 70	1 60	1 50	1 50		

An elastic, oil-proof insulating enamel, intended especially for insulating all sizes of magnet and copper wire. Can supply in either clear or black. Applied by special machinery, each manufacturer having his own particular method of manipulating the enamel. On account of the special character of this business the Insulating Department should be consulted in reference to all prospects.

	1s	B	5s	B	barrels	B
Ajax Magnet Black.....	1 35	1 25	1 15	1 15		

Used as an exterior coat on Magnets and Magnet Spools as an insulator and to prevent absorption of moisture. Is black, durable, tenacious, has high gloss and air-dries in twelve hours. Thin with benzine.

AJAX IMPREGNATING COMPOUNDS

Impregnating Compounds are used only in an impregnating apparatus. It will be impossible, therefore, to sell Impregnating Compounds to prospects who are not equipped with this apparatus or who are not willing to install it.

	Drums	B
Black Impregnating Compound.....	5 1/2	

Is designed for use in the vacuum drying and impregnating process for all work where oil-proof qualities are not essential. This includes railway field, motor-coils and all coils where a high-grade insulating compound is essential. This compound can be furnished in practically any drip point desired, but we regularly send it out with a drip point of approximately 210 degrees Fahrenheit. This works very satisfactorily in the treating-tanks; does not liver up and get chunky; drains from the outside of the coils very freely; has very high insulating and very good penetrating qualities.

Oil-Proof Impregnating Compound..... 3874 12 1/2 B 13
 Similar to the Black Impregnating Compound, except that it is light in color and is absolutely proof against mineral oils, such as transformer oils. This is a very high-grade insulating compound and is designed for use where the highest quality and highest insulating values are required and especially where the apparatus treated with this compound operates in a bath of mineral oil. It is especially satisfactory for treating all kinds of transformer-coils, and it is for this class of work that we find our largest output.

Impregnating Compound Reducers..... 701-0902 No. 2-01035 5 B barrels B 60
 Used for reducing Impregnating Compounds and to maintain drip point at any degree desired. These reducers are non-volatile, non-oxidizing and non-inflammable. As a reducer for Black Impregnating Compound specify No. 1 Reducer. As a reducer for Oil-Proof Impregnating Compound specify No. 2 Reducer.

Ajax Filling Compound..... 01008 3 B 3 1/2
 Used in large quantities by Manufacturers of Storage Battery Apparatus, power, ignition and lighting transformers for filling in purposes. Generally applied by means of Impregnating Apparatus, but is also heated to fluid point and then poured into apparatus to be filled. These compounds are black and plastic with a melting point equal to withstanding extremes of heat and cold without softening or cracking.

Ajax Tube Filling Compound..... 560 5 1/2 B 3
 For filling in junction-boxes in underground cables, tubes and connection boxes as required by the Edison System. A black, flexible, water-repellent compound, which is unaffected by temperature changes.

Ajax Filling Compound cat. 217 2 12 13 1 1/2 2 1/2 - 1 1/2

POSSIBILITIES

Manufacturers of Dynamos, Motors, Generators, Transformers, Spark Coils, Storage Batteries and other Electrical Apparatus
 Manufacturers of Varnish Cloth and other sheet insulation
 Manufacturers of Electrical and Automobile Ignition Cables
 Manufacturers of Electrical Railway Signal Systems
 Manufacturers of Electrical Mining Machinery
 Manufacturers of Electrical Conduits
 Electrical Repair-Shops
 Street Railway Systems
 Car Heating and Lighting Companies
 Telephone Manufacturers
 Steel Plants
 Cement Mills
 Electrical Supply-Houses
 Also concerns having in operation a large number of motors or other electrical equipment.

Insert next to Page 125

NEW INSULATING PRODUCTS

Supplementing our bulletin No. 224 under the subject of "Armamac" it has been decided to assign as our competitive match the name of S-W Coillac, the Rx number of which is 01164. As indicated in our previous bulletin we have developed a product superior to Armamac in elasticity, gloss, puncture, resistance, but at the same time possessing similar general characteristics.

Prices are as follows:

1s		5s		Bbls.	
A	B	A	B	A	B
80	95	70	80	60	70

Ajax Special Insulating Cloth Varnish (Clear) Rx 0982

There appears to exist a good demand for a baking cloth varnish of extreme elasticity and to meet this demand we recommend the above product. Its use can be safely advocated for all coil and cloth work where greater elasticity than our Ajax Clear Elastic Baking Varnish is required. The varnish mentioned entirely matches the Insulating Varnish Clear and the Special Cloth Varnishes Clear put out by the Standard Varnish Co. and also the Sterling Varnish Co's Extra Elastic Insulating Varnish. Prices are as follows:

1s		5s		Bbls.	
A	B	A	B	A	B
1.20	1.35	1.10	1.20	1.00	1.00

Ajax "Lustrolac" Rx 01185

As a match for the Massachusetts Chemical Co's Enamelac we have worked out the above which can safely be recommended in competition. "Lustro-lac" is very similar to our S-W Underwriters' Black listed on page 123. Prices follow:

1s		5s		Bbls.	
A	B	A	B	A	B
90	1.00	80	90	70	80

Special Acid Resisting Compound Rx 01166

Some competition has been reported on Hydrex Acid Resisting Compound made by the Hydrex Felt & Engineering Co. of New York City and specially recommended for use on battery room floors and walls as a resistant for sulphuric solutions commonly used in storage batteries. We have therefore worked out the above mentioned product on which the following prices

will apply:

1s		5s		bbls.	
A	B	A	B	A	B
85	95	75	85	65	75

Faultless Filling Compound

Candy & Co., Chicago, Ill. have established considerable business on this material among large telephone companies and electrical concerns. This compound is recommended by them for general filling-in purposes such as junction boxes and underground telephone work, pot heads, ignition apparatus, etc. We find upon examining sample that our Ajax Filling Compound Rx 01058 listed on page 125 represents a practical match in every respect.

EXTRACT FROM MR. HASSE'S BULLETIN ON ARMALAC

The following is the information to which Mr. Hasse refers in outlining our new Coillac, the first item on the reverse side of this sheet:

"From time to time we have reports of competition on Armalac manufactured by the Massachusetts Chemical Co. This material is a Black Baking Insulating Varnish used for general coil work and insulating purposes. In an effort to develop a material which would be superior to Armalac, we have succeeded in manufacturing a Varnish, which is the same in general characteristics, but far superior to it in elasticity, puncture resistance and gloss. It can be baked at a temperature of 190° for from four to five hours and will air dry in from 20 to 24 hours, in this respect being identical to Armalac.

AJAX MAGNET WIRE ENAMEL.

For some time past we have been working towards the development of a Black Magnet Wire Enamel which would meet the requirements of the largest users of this class of material.

Prior to the development of our Black there was only one Wire Enamel which was used in any large way, and that was made by a manufacturer in London. We were successful in securing a sample of the English material and have succeeded in absolutely matching it in every respect and have secured the business of one of the largest users of this class of material in the country on the strength of this match.

This material will be known as Ajax Magnet Wire Enamel and although the consumption of this class of material is comparatively limited yet I believe it would be wise to post your representatives, advising them of this material which we are in a position to market at the following prices:

	<u>"B"</u>	<u>"A"</u>
Bbls.	1.50	1.25
5's	1.60	1.35
1's	1.70	1.45

This Enamel can be reduced with turpentine or kerosene from 100 to 200% and when used in the regular way bakes at a temperature of 500 degrees in four or five minutes to an absolutely hard and very elastic finish which stands all tests to which Magnet Wire Enamel is ordinarily subjected.

SEMET SOLVAY'S CRYSolITE &

ACID PROOF PAINT

Considerable competition has been reported to us on CrySolite and Acid Proof Paint which as you know have been widely exploited by the Semet Solvay Co. for a number of years. This concern has built up considerable business on these products for acid resisting and metal protective purposes among manufacturers of storage batteries, electrical concerns, foundries, smelters, etc. and we have just learned that the DuPont Powder Co., use large quantities of this material on their warehouses as a protection against various chemicals.

We are now in a position to meet this competition as an extended examination of the Solvay materials has just been completed. We find there is little, if any, actual difference between the CrySolite and Acid Proof Paint as both products have very good Acid Resisting properties but their slow drying interferes with their possible usefulness. It requires a week or ten days for the first coat of either product to dry sufficiently hard to receive the second coat and even then the paint is not thoroughly dry.

In point of acid resistance our Underwriters' Black, 0757, is fully as good as either of the Solvay Paints although it is slightly inclined to be brittle. We therefore recommend a first coat of Ebonol, 0727, followed by one coat of S-W Underwriters' Insulating Paint Black which gives a resulting film quite as elastic as competitive products and at the same time possesses fully as good acid resisting properties.

Furthermore, we have a great advantage in drying, in that a coat of Ebonol recoated with Underwriters' Black will be dry within three days while the Solvay materials would not be equally dry in less than two weeks. There is without doubt a good volume of this business we can secure and I know you will be glad to avail yourself of the opportunity.

0007-SWP-000010445

The compressed air is then turned off and the valve to the storage tank opened, and the pressure in the treating tanks forces the compound back into the storage tank. After the coils have drained for a few minutes they are ready to be removed from the treating tank and allowed to cool.

When coils have to be exact outside dimensions, it is often best to put on the outside of the coils a rough extra taping before they are treated. When they are removed from the treating tank, this outside taping is tripped off, taking with it the surplus compound, and leaving a smooth outside surface. If a good finish is desired, the treated coil may be given a finishing coat of varnish.

The Impregnating Compound Thinner is used to keep the Compound at the proper melting or drip point and should be used according to the judgment of the operator who will soon learn the proper proportions needed to produce the drip point desired.

S.W Oil-proof Compound is furnished at a melting point at 135° C. and of course, in order to obtain a lower melting point, the Compound Thinner will have to be added. For instance if it is desired to use the Compound at a melting point of 110° C, 18 parts of the Thinner by weight added to 100 parts of Compound will produce this result, and other melting points can be arrived at by combining the Compound with the Thinner in corresponding proportion.

THE VACUUM DRYING AND IMPREGNATING PROCESS OF TREATING ELECTRICAL COILS.

This process consists, briefly, in removing from the coil all air, moisture and vapor, by means of a vacuum, and then forcing an insulating compound through the coil by compressed air, insulating it and cementing it into one solid mass.

The apparatus.-

The apparatus necessary for carrying out this process consists of two or more air tight, steam jacketed tanks connected by pipe, a vacuum pump, a source of compressed air, and a source of dry saturated steam at approximately 100 lbs.

These tanks should be strong enough to stand 100 lbs. air pressure, should be carefully covered to prevent the loss of heat by radiation, and should be absolutely air tight. Means should also be provided for keeping the pipe, connecting the bottom of the tanks, hot.

The steam jacketing should be of such a nature that there will be no cold spot in the tank, and will stand a steam pressure of 100 lbs. which will give you a temperature of 300 degrees F. or more in the tank. This steam jacket tank may be in the form of a double tank, or it may be a single tank with heating coils either on the inside or on the outside; in either case, tanks should be thoroughly covered to prevent radiation of heat.

Any good vacuum pump of proper capacity, which will maintain a vacuum of within one inch of the barometer reading, will be satisfactory. A steam trap at the outlet of the steam jacket and a pressure regulating valve at the inlet should also be provided. The temperature of the tank is regulated by means of the pressure regulating valve on the steam jacket.

The Process.-

The method of procedure in treating coils by this process is as follows:-

The completed coils are placed in well ventilated ovens and baked four or five hours at a temperature of approximately 300 degrees F. They are then, while still hot, placed on racks in one of the treating tanks, which is maintained at a temperature of from 270° to 300° F. (as high as possible without injuring the bottom cover on the wire). The vacuum pump is then turned on, and as nearly as possible a perfect vacuum is maintained for from two to four hours, depending on the size of the wire and number of turns in the coils, also the nature and amount of insulating on the outside.

The valve in the pipe connecting the treating tank with the storage tank containing the hot compound, is then opened, and the atmospheric pressure forces the compound into the vacuum tank, until the coils are entirely covered. The valve is then closed, the vacuum pump turned off, and the compressed air at from 60 to 90 lbs. turned into the treating tank above the compound, and this pressure maintained for from six to ten hours depending on size of wire and number of turns on coils. This forces the compound entirely through the coil, cementing it into one solid mass.

STANDARD VARNISH CO. PRODUCTS

Acid-Resisting Varnish
Air-Drying Voltalac Black
Baking Voltalac (Black)
Black Core Plate Varnish
Black Finishing Varnish
Elastic Insulating Varnish Clear
Elastic Voltalac (Black)
Filling-in Compound
H. R. Insulating Varnish Brown
H. R. Insulating Varnish Clear
Insulating Varnish Clear
Light Finishing Varnish
No. 1 Impregnating Compound
O.B. Transformer Compound
Quick-Drying Insulating Varnish Clear
Special Cloth Varnish Clear
W. P. Insulating Black

STERLING VARNISH CO. PRODUCTS

Black Air-Drying Varnish
Black Core Plate Varnish
Black Insulating Paint
Black Plastic Insulator
Elastic Insulating Varnish
Extra Black Finishing Varnish
Extra Elastic Insulating Varnish
Extra Insulating Varnish

2291
Motorlac (Black)

SHERWIN-WILLIAMS EQUIVALENTS

S-W Underwriters' Insulating Black Paint
Acid-Resisting
Ajax Black Quick Air-Drying Insulating Varn.
Ajax Black Quick Baking Insulating Varnish
Ajax Core Plate Varnish Black Air-Drying
Ajax Finishing Varnish Black Air-Drying
Ajax Clear Elastic Baking Insulating Varn.
Ajax Black Elastic Baking Insulating Varn.
Ajax Filling Compound
Ajax Black Quick Baking Insulating Varnish
Ajax Clear Quick Baking Insulating Varnish
S-W Special Insulating Cloth Varnish Clear
Ajax Clear Finishing Varnish
Ajax Black Impregnating Compound
Ajax Oil-Proof Impregnating Compound
Ajax Clear Quick Baking Insulating Varnish
S-W Special Insulating Cloth Varnish Clear
S-W Underwriters' Insulating Black Paint
Acid-Resisting

Ajax Black Quick Air-Drying Insulating Varn.
Ajax Core Plate Varnish Black Air-Drying
S-W Underwriters' Insulating Black Paint,
Acid-Resisting
Ajax Black Elastic Baking Insulating Varn.
Ajax Clear Elastic Baking Insulating Varn.
Ajax Finishing Varnish Black Air-Drying
Special Insulating Cloth Varnish Clear
Ajax Clear Quick Baking Insulating Varn.
Ajax Black Quick Baking Insulating Varn.

STANDARD PAINT CO.

P & B Air-Drying Core Plate Varnish
P & B Baking Core Plate Varnish
P & B Black Air-Drying Varnish
P & B Black Baking Varnish
P & B Black Finishing Varnish
P & B Clear Baking Varnish
P & B Clear Finishing Varnish
P & B Electrical Compound No.2

P & B Oil-Proof Vacuum Impregnating Compound
P & B Vacuum Impregnating Compound
P & B Battery Box Compound
P & B Junction Box Compound
P & B Pothead Compound

S P C Armature and Field-Coil Varnish
S P C Meterboard Paint

MASSACHUSETTS CHEMICAL CO.

Armalac

Black Oil-Proof Finishing Varnish
Core Plate Varnish
Enamelac
M C Paint (Electrical) No. 3

Lamination Varnish
Neponset Shellac (Black)
Neponset Shellac (Orange)

SHERWIN-WILLIAMS EQUIVALENTS

Ajax Core Plate Varnish Black Air-Drying
Ajax Oil-Proof Core Plate Varnish (Baking)
Ajax Black Quick Air-Drying Insulating Varn.
Ajax Black Elastic Baking Insulating Varn.
Ajax Finishing Varnish Black Air-Drying
Ajax Clear Elastic Baking Insulating Varn.
Ajax Clear Finishing Varnish
S-W Underwriters' Insulating Black Paint
Acid-Resisting

Ajax Oil-Proof Impregnating Compound
Ajax Black Impregnating Compound

Ajax Filling Compound

Ajax Finishing Varnish Black Air-Drying
S-W Underwriters' Insulating Black Paint
Acid-Resisting

3-W Coillac

Ajax Finishing Varnish Black Air-Drying
Ajax Core Plate Varnish Black Air-Drying
Ajax Lustro-lac
S-W Underwriters' Insulating Black Paint
Acid-Resisting

Ajax Core Plate Varnish Black Air-Drying
Ajax Finishing Varnish Black Air-Drying
Ajax Clear Finishing Varnish

EMIL CALMAN & CO.

Baking Ohmlac No. 17
Black Elastic Insulating Varn. No.24
Black Insulating Paint
Core Plate Air-Drying Japan
Core Plate Baking Japan
Oil-Proof Black Finishing Varnish
Electro Black No. 82
Elastic Insulating Varnish No. 4
Ohmlac No. 17
Ohmlac Solid Coil Compound
Oil-Proof Solid Transformer Compound

SHERWIN-WILLIAMS EQUIVALENTS

Ajax Black Elastic Baking Insulating Varn.
Ajax Black Elastic Baking Insulating Varn.
S-W Underwriters' Insulating Paint Black
Acid-Resisting
Ajax Core Plate Varnish Black (A.D.)
Ajax Core Plate Varnish Oil-Proof (Baking)
Ajax Black Finishing Varnish Air-Drying
Ajax Black Quick Air-Drying Insulating Varn.
Ajax Elastic Baking Insulating Varnish
Ajax Black Quick Air-Drying Insulating Varn.
Ajax Black Impregnating Compound
Ajax Oil-Proof Impregnating Compound

HYDREX FELT AND ENGINEERING CO.

Acid-Resisting Compound

S-W Special Acid-Resisting Compound

CANDY & CO.

Faultless Filling Compound

Ajax Filling Compound

AJAX CLEAR QUICK BAKING INSULATING VARNISH

Quick-Drying Insulating Varnish	Standard Varnish Co.
H. R. Insulating Varnish Clear	Standard Varnish Co.
Extra Insulating Varnish	Sterling Varnish Co.

AJAX CLEAR ELASTIC BAKING INSULATING VARNISH

Elastic Insulating Varn. No. 4	Emil Calman & Co.
P & B Clear Baking Varnish	Standard Paint Co.
Elastic Insulating Varn. Clear	Standard Varnish Co.
Elastic Insulating Varnish	Sterling Varnish Co.

AJAX BLACK QUICK AIR-DRYING INSULATING VARNISH

Ohmlac No. 17	Emil Calman & Co.
Electro Black No. 82	Emil Calman & Co.
P & B Black A. D. Varnish	Standard Paint Co.
Air-Drying Voltalac Black	Standard Varnish Co.
Black Air-Drying Varnish	Sterling Varnish Co.

AJAX BLACK QUICK BAKING INSULATING VARNISH

H. R. Insulating Varnish Brown	Standard Varnish Co.
Baking Voltalac (Black)	Standard Varnish Co.
Motorlac (Black)	Sterling Varnish Co.

AJAX BLACK ELASTIC BAKING INSULATING VARNISH

Black Elastic Ins. Varn. No. 24	Emil Calman & Co.
Baking Ohmlac No. 17	Emil Calman & Co.
P & B Baking Varnish	Standard Paint Co.
Elastic Voltalac Black	Standard Varnish Co.
Black Plastic Insulator	Sterling Varnish Co.

S-W UNDERWRITERS' BLACK INSULATING PAINT, ACID-RESISTING

M. C. Paint Electrical No. 3	Massachusetts Chemical Co.
Black Insulating Paint	Emil Calman & Co.
P & B Electrical Compound No. 2	Standard Paint Co.
S. P. C. Meterboard Paint	Standard Paint Co.
Acid-Resisting Varnish	Standard Varnish Co.
W. P. Insulating Black	Standard Varnish Co.
Black Insulating Paint	Sterling Varnish Co.

AJAX BLACK IMPREGNATING COMPOUND

Ohmlac Solid Coil Compound	Emil Calman & Co.
P & B Vacuum Impregnating Compound	Standard Paint Co.
No. 1 Impregnating Compound	Standard Varnish Co.

AJAX OIL-PROOF IMPREGNATING COMPOUND

Oil-Proof Solid Transformer Compound	Emil Calman & Co.
P & B Oil-Proof Vacuum Imp. Compound	Standard Paint Co.
O.B. Transformer Compound	Standard Varnish Co.

B291c

AJAX FILLING COMPOUND

P & B Battery Box Compound	Standard Paint Co.
P & B Junction Box Compound	Standard Paint Co.
P & B Pothead Compound	Standard Paint Co.
Filling-in Compound	Standard Varnish Co.
Faultless Filling Compound	Candy & Co.

AJAX CORE PLATE VARNISH BLACK AIR-DRYING

Lamination Varnish	Massachusetts Chemical Co.
Core Plate Varnish	Massachusetts Chemical Co.
Core Plate Air-Drying Japan	Emil Calman & Co.
P & B Air-Drying Core Plate Varn.	Standard Paint Co.
Black Core Plate Varnish	Standard Varnish Co.
Black Core Plate Varnish	Sterling Varnish Co.

AJAX CORE PLATE VARNISH OIL-PROOF BAKING

Core Plate Baking Japan	Emil Calman & Co.
P & B Baking Core Plate Varnish	Standard Paint Co.

AJAX BLACK FINISHING VARNISH

Black Oil-Proof Finishing Varnish	Massachusetts Chemical Co.
Oil-Proof Black Finishing Varnish	Emil Calman & Co.
S. P. C. Armature & Field-Coil Varn.	Standard Paint Co.
P & B Black Finishing Varnish	Standard Paint Co.
Black Finishing Varnish	Standard Varnish Co.
Extra Black Finishing Varnish	Sterling Varnish Co.
Neponset Shellac Black	Massachusetts Chemical Co.

AJAX CLEAR FINISHING VARNISH

Neponset Shellac (Orange)	Massachusetts Chemical Co.
P & B Clear Finishing Varnish	Standard Paint Co.
Light Finishing Varnish	Standard Varnish Co.

S-W SPECIAL INSULATING CLOTH VARNISH CLEAR

Insulating Varnish Clear	Standard Varnish Co.
Special Cloth Varnish Clear	Standard Varnish Co.
Extra Elastic Insulating Varnish	Sterling Varnish Co.

S-W COILLAC

Armalac	Massachusetts Chemical Co.

AJAX LUSTRO-LAC

Enamelac	Massachusetts Chemical Co.

S-W SPECIAL ACID-RESISTING COMPOUND

Acid-Resisting Compound B291d	Hydrex Felt & Eng. Co.

**WHERE TO FIND AND WHAT TO SELL CONSUMERS OF
INSULATING VARNISHES AND SPECIALTIES**

Sources of Business and Representative Customers	Products Selling
Automobile Starting, Generating and Lighting Systems Remy Electric Co., Anderson, Ind. Leece Neville Co., Cleveland, Ohio Kemco Electric Co., " "	Clear Baking Varnishes Black Spirit Finishing Varnish Black Impregnating Compound Lustral Black Enamels Black Baking Japans
Electrical Wires and Cables of all Kinds, such as: Automobile Ignition Cable American Steel and Wire Co., Worcester, Mass.	Ignition Cable Varnish
Enameled Magnet Wire Varnished Cambric Cable Underground Cable Amer. En. Magnet Wire Co., Muskegon, Mich. Am. Steel and Wire Co., Worcester, Mass.	Wire Enamels Cambric and Tape Varnish (Clear and Black)
Varnished Cambric and Varnished Tapes Westinghouse Elect. Co., Pittsburgh Amer. Mica Co., Newton Lower Falls, Mass.	Cambric Varnishes
Mine Locomotives and Mining Machinery Morgan Gardner Co., Chicago, Ill.	Baking Insul. Varnish Core Plate " " Impreg. Com. Black Compound Reducer
Conveying Machinery (Electrical Only) Jeffrey Mfg. Co., Columbus, Ohio	(same as above)
Railway Switch and Signal Systems Gen. Ry. Signal Co., Rochester, N. Y. Union Switch and Signal Co., Swissvale, Pa.	Blk. Impreg. Compound " " " Reducer Bak. Insul. Varnishes Blk. Spirit Fin. Varnish Baking Japans
Transformers Allis-Chalmers Co., Cincinnati, Ohio Westinghouse Elect. and Mfg. Co., Pittsburgh, Pa.	O. P. Transf. Compound " " " Reducer Blk. Spirit Fin. Varnish

Sources of Business and Representative Customers	Products Selling

Ignition Apparatus

Spark Coils

Magnetos

National Coil Co., Lansing, Mich.

Remy Electric Co., Anderson, Ind.

Clear Bkg. Varnish

Clear A. D. Varnish

Clear Bkg. Varnish

Black Bkg. Varnish

Armatures and Field Coils

Elliott Thompson Co., Cleveland, Ohio

Blk. Impreg. Comp.

Blk. Impreg. Comp. Reducer

Black Bkg. and A.D. Varnish

Telephone Apparatus

Motors and Dynamos

Connecticut Tel. Mfg. Co.,

Meriden, Conn.

Robbins & Myers Co., Springfield,

Ohio

Clear Bkg. Varnish

Clear Bkg. Varnish

Black Bkg. Varnish

Generators

Ridgway Dynamo and Eng. Co.,

Ridgway, Pa.

Blk. Elastic Bkg. Varnish

Blk. Fin. Varnish

Blk. Core Plate Varnish

Electric Fans

Robbins & Myers Co., Springfield,

Ohio

Clear and Blk. Bkg. Varnish

Electric Automobiles

Waverly Elect. Auto Co.,

Indianapolis, Ind.

Clear Elastic Bkg.

Electric Elevators

Otis Elevator Co., Hamilton, Ont.

A. D. and Bkg. Varnishes

Lifting Magnets and Electric Controllers

Elect. Controller & Mfg. Co.,

Cleveland, Ohio

Blk. Imp. Compound

Compound Reducer

Blk. Fin. Varnish

Blk. Core Plate Varnish

Blk. Baking Varnish

Switchboards

Metropolitan Switchboard Co.,

New York City

Switchboard Varnish

Electric Drills

Van Dorn Elect. Tool Co., Cleveland,

Ohio

Blk. Bkg. Varnish

" Core Plate Varnish

Slicker or Water-proof Clothing

Standard Oiled Clothing Co., N. Y. City

G. A. Johnson Co., Seattle, Wash.

S-W System of Oiled

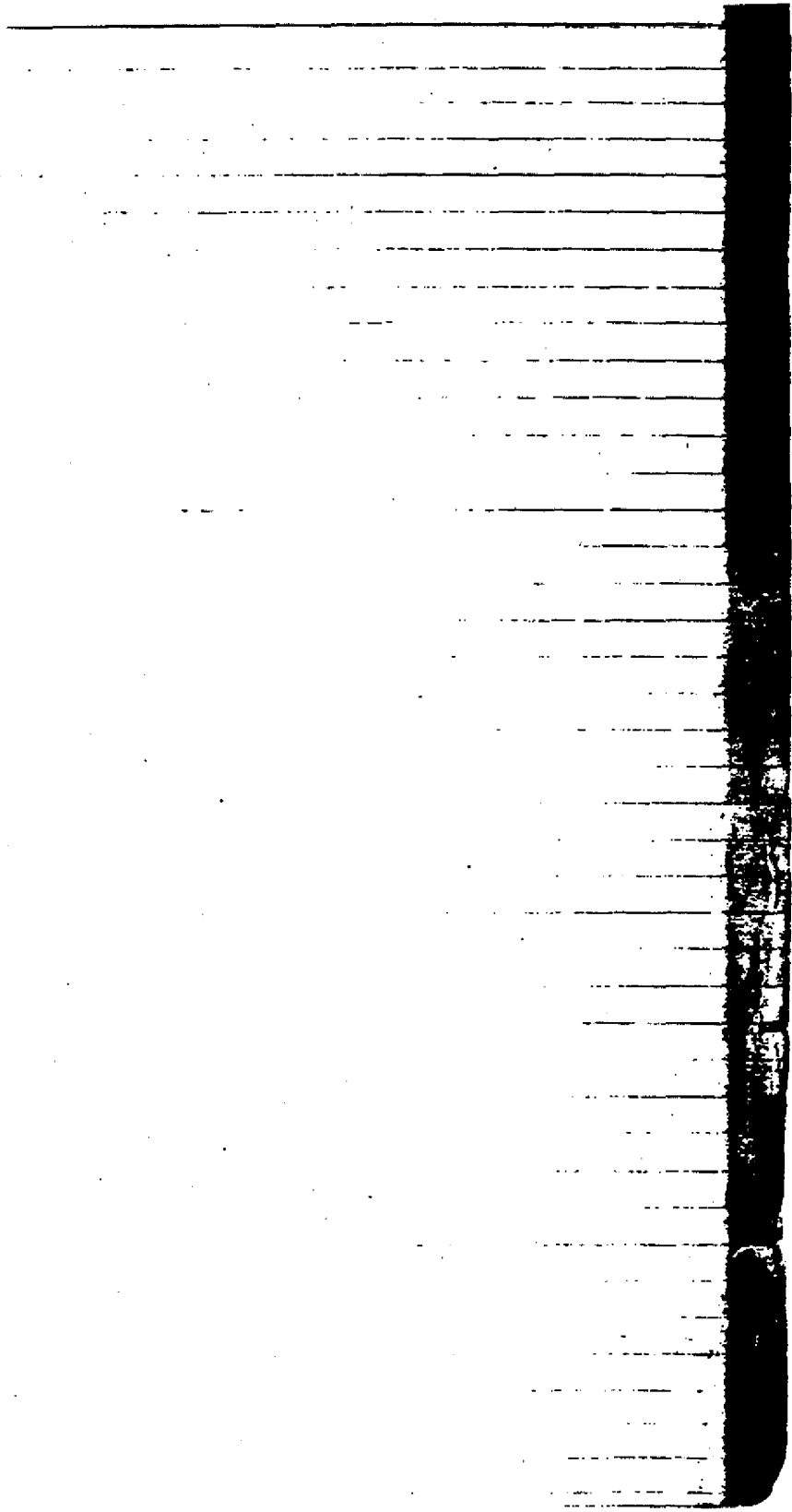
Clothing Finishing

Sources of Business and Representative Customers	Products Selling
Carriage Cloths Empire Rubber Co., Trenton, N. J.	S-W Carriage Cloth Varnish
Wire Cloth and Screen Amer. Wire Fabrics Co., Niles, Mich. Clinton Wire Cloth Co., Clinton, Mass.	S-W Spec. Screen Compound Clear Mixing Varnish
Fabric Belting Crescent Belting & Packing Co., Trenton, N. J.	Belting Compound
Street Railway Systems Third Ave. Ry., N. Y. City Transit Development Co., N. Y. City Phila. Rapid Trans. Co., Philadelphia, Pa.	Blk. Bkg. and A. D. Varnish Blk. Imp. Compound Compound Reducer Underwriters Acid Resisting Paint
Central Stations or Elect. Lighting Companies Cliff Elect. Dist. Co., Niagara Falls, N. Y.	Blk. Fin. Varnish Baking Varnishes Pot Head Compound
Steam Railroads (Elect. Repair Dept). Penn. R. R. Co., Altoona, Pa.	Bkg. and A. D. Varnishes
Mining Concerns of all Kinds Berwind White Co., Philadelphia, Pa. Pond Creek Co., Huntington, W. Va. Sunday Creek Co., Columbus, Ohio	Baking and A. D. Ins. Varnishes
Electrical Repair Shops Cleveland Armature Wks. and Others	A. D. and Bkg. Varnishes
Electrical Supply Houses Union Elect. Co., Pittsburgh W. R. Garton, Chicago J. Goldmark, N. Y. City	Full Ajax Line
Steel Plants National Tube Co., Pittsburgh, Pa. Carnegie Steel Co., Pittsburgh, Pa. Jones & Laughlin Co., Pittsburgh, Pa. Cambria Steel Co., Johnstown, Pa.	Bkg. and A. D. Ins. Var. Impreg. Com. (Black)
Cement Mills Lehigh Portland Cement Co., New Castle, Pa.	A. D. and Bkg. Varnishes
Other Industrial Plants Pittsburgh Plate Glass Co., Pittsburgh, Pa.	A. D. and Bkg. Varnishes

ADDITIONAL POSSIBILITIES

Sources of Business	Products
All Water-proofed Fabrics	Water-proof Varnishes and Oils
Cordage and Water-proofed Fish Lines	Water-proof Varnishes and Oils
Loom Harness	S-W Loom Harness Varnish
Flexible Conduits	S-W Saturating and Finishing Compounds
Electrically Operated Blowers	Baking Ins. Var. for motor insulation
Car Heating and Lighting Equipment	Bak. Insulating Varnishes
Apparatus Requiring Motor Attachment, such as National Cash Registers, Coffee-grinders, Sewing-Machines, etc.	Bak. and A. D. Ins. Varnishes
Storage Batteries	S-W Acid Resisting Paint and Sealing Compounds
Navy Yards	Insulating Varnishes Impregnating Compounds

In addition, all other manufacturers of electrical apparatus and treated fabrics as well as operators of electrical motors that are not specified above.



0007-SWP-000010457

MANUFACTURERS' SALES DEPARTMENT

REPRESENTATIVES' CONFIDENTIAL PRICE-LIST

***QUICK-DRYING COLORS
FREE-FLOWING COLOR VARNISHES
SOLID-RUBBING COLOR VARNISHES
AUTOMOBILE AND CARRIAGE UNDER-COATINGS***



B55a K13 377

0007-SWP-000010458

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QUICK-DRYING COLORS, ETC., FOR AUTO AND CARRIAGE TRADE

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Advance 3^d 4th 5th

LAKES (GROUND IN JAPAN)

		Prices per pound—net weight	
		B	lar
*English Purple, Deep and Extra Deep xxx (Glaze)	2.75	ayy	6 00
*English Crimson, xxx (Glaze)	2.75	ayy	6 00
*English Scarlet, xxx (Glaze)	2.75	nty	5 00
*Munich, xxx (Glaze)	2.75	ayy	4 50
*Carmine, xxx (Glaze)	2.75	ayy	3 00
*Mauve (Glaze)	2.75	hry	2 50
*Yellow, xxx (Glaze)	2.75	hry	2 50
*Green (Glaze)	2.75	hry	2 50
*Purple (Glaze)	2.75	hhy	1 50
*English Rose, xxx (Glaze)	2.75	ry	1 20
*Chatimuc (Glaze)	2.75	ft	1 00
*Maroon (Glaze)	2.75	ft	1 00
Covering	2.75	ft	1 00
Claret (Glaze)	2.75	ft	90
Carriage	2.75	st	65

Colors marked * not carried in stock, but will be ground to order.

GROUNDS (GROUND IN JAPAN)

Carmine, Special	2.75	nf	55
Carmine, D	2.75	nf	55
Hercules Red, L. and D.	2.75	ns	50
Vermilion	2.75	ar	44
Red, L. Special	2.75	ao	42
Red, L. and D.	2.75	ar	44
Carriage-Painters' Red, L.	2.75	ao	42
Mohawk Red, D.	2.75	ao	42
Iroquois Red, D.	2.75	ao	42
Chatimuc Lake	2.75	ao	42
Astec Red	2.75	ao	42
Green, Light	2.75	ao	42
Wine	2.75	ao	40
Blue, L No. 31	2.75	ad	45
Blue, M No. 72	2.75	ad	45
Blue, D No. 57	2.75	ad	45
Blue, Special No. 18	2.75	ad	45

GRAYS (GROUND IN JAPAN)

Automobile Gray, L. and D.	2.75	nt	50
Special Gray, No. 8510	2.75	nt	50
Auto Drab	2.75	nt	50
Torpedo Gray	2.75	nt	50
Silver Gray	2.75	nt	50
Armor Gray	2.75	nt	50
Arabian Gray	2.75	nt	50
Harrison Gray	2.75	nt	50
Mercedes Gray	2.75	nt	50

WHITES (GROUND IN JAPAN)

Ivory	2.75	ny	45
Flake	2.75	ay	45
Special Flake	2.75	ny	45
French Zinc in Varnish	2.75	nn	45
Hearse	2.75	ao	40
French Zinc	2.75	ao	40
Silver	2.75	as	35
White Lead	2.75	br	25

BLUES (GROUND IN JAPAN)

Majestic Purple	2.75	hby	1 50
Cobalt (Glaze)	2.75	ft	1 00
Brilliant	2.75	ft	1 00
Sapphire, L. and D.	2.75	ft	90
Imperial, L. and D.	2.75	ft	90
Chinese	2.75	DT	125

BLUES (GROUND IN JAPAN)—Continued

Prices per pound—net weight

		B	list
Copenhagen.....	40	ft	80
Prussian.....	75	ft	80
Limousine.....	40	ft	90
Regal.....	40	ft	90
Ensign, L. and D.....	40	tt	80
Royal.....	40	tt	80
Kingsbury.....	40	tt	80
Victoria.....	40	ty	75
Coach-Painters' Blue.....	40	ty	75
Ultramarine (Glaze).....	40	ty	75
Yale, L. and D.....	40	nt	55
Azure.....	40	ny	45
B. and O. Express.....	40	ao	40

2000 Chandler's note

BROWNS (GROUND IN JAPAN)

Golden.....	65	nr	65
Antique, L., M. and D.....	60	sy	60
Chocolate.....	50	ny	50
Hoffman.....	40	ao	40
Bay.....	40	ao	40
Golden Tan.....	40	ao	40
Seal.....	40	ao	40
Quaker.....	40	ao	40
Pullman.....	40	ao	40
Raw and Burnt Sienna.....	37	af	37
Vandyke.....	38	af	38
Raw and Burnt Umber.....	35	at	35
Portland Amber.....	40	ao	40

GREENS (GROUND IN JAPAN)

advance 4 x

× Milori, L., M. and D.....	80	to	80
× Marshall Field.....	80	to	80
Fern Leaf, L. and M.....	60	sy	60
Rockaway.....	50	ny	50
Olive, L. and M.....	50	ny	50
Carriage Part, L. and D.....	50	ny	50
Nonpareil, L. and D.....	50	ny	50
Peerless, L., M. and D.....	50	ny	50
Brewster, L., M. and D.....	50	ny	50
English Brewster, No. 8859.....	50	nh	50
Automobile, L. and D.....	50	ny	50
Bronze.....	60	ny	60
Newport, L. and D.....	50	ny	50
Palmetto, D.....	50	nt	50
English Surrey, L. and D.....	50	nt	50
Calla.....	50	st	50
Cerro, M.....	50	nt	50
Quaker, L., M. and D.....	50	nt	50
Royal, L. and D.....	45	ny	45
Extra Coach, L., M. and D.....	50	ao	50
Adams Express.....	50	ao	50
Ohio.....	40	ao	40
Trojan, L. and D.....	40	ao	40
New Merrimac, L. and D.....	40	ao	40
Special, No. 4604.....	50	ao	50
Victoria.....	60	ny	60
Napier.....	60	sy	60
Special, No. 4451.....	40	ao	40
Gear Olive.....	40	ao	40
Coastal Blue.....	35	ao	35
Coastal Blue.....	59	ny	59

US patent for

YELLOWS (GROUND IN JAPAN)

Prices per pound—net weight

		B	list
Naples.....	75	ot	1 00
French (Glaze).....	75	tt	75
Gold Imitation.....	75	ny	50
Dutch Pink (Glaze).....	75	at	50
Automobile, L., M. and D.....	75	na	50
Brilliant, L. and D.....	75	na	50
Pneumatic.....	75	na	50
Perfect.....	75	na	50
Chrome, L. M. O. and DO.....	75	na	50
Brimstone, L. M. D. and DD.....	75	na	50
Canary.....	75	na	50
Jamestown.....	75	na	50
Primrose.....	75	ny	45
Palo Alto.....	75	ny	45
Straw Color.....	75	aa	35
Yellow Ochre.....	75	ho	25
Metropolitan Cream.....	75	na	50
Golden Ochre.....	75	aa	30
.....			
.....			
.....			
.....			

STANDARD EXPRESS LINE AND MAIL COLORS (GROUND IN JAPAN)

U. S. Mail Red.....	60	sy	60
U. S. Mail White.....	45	ny	45
U. S. Mail Blue.....	90	ft	90
Adams Express Standard Green.....	40 50	aa NN	40 50
Adams Express Standard Vermilion.....	60	sy	60
American Express Standard Blue.....	75	ty	75
American Express Standard Vermilion.....	60	sy	60
Pacific Express Standard Vermilion.....	60	sy	60
Pacific Express Standard Yellow.....	50	na	50
Southern Express Standard Green.....	40 50	ao NN	40 50
Southern Express Standard Vermilion.....	40 50	sy	40 50
U. S. Express Standard Vermilion.....	1 50 5.00	hhn	1 50 5.00
U. S. Express Standard Yellow.....	50	na	50
Wells Fargo Express Standard Blue.....	75	ty	75
Wells Fargo Express Standard Vermilion.....	60	sy	60
Armour & Co., Standard Yellow.....	50	na	50
Swift & Co., Standard Vermilion.....	60	sy	60
U. S. parcel post.....	20	ny	20
.....			
.....			

NET PRICES TO LARGE CONSUMERS ON QUICK-DRYING COLORS (IN TUBES)

SMALL TRADE MUST NOT BE SOLD FROM THIS LIST

FOR SUCH TRADE, SEE QUICK-DRYING TUBE LIST IN TRADE SALES PRICE-LIST

Advance 15¢ doz

	Net Price per dozen Tubes
No. 40 French Carmine (Glaze) ¼-pound Tubes, net.....	\$15 00
French Carmine, L. (Glaze) ¼-pound Tubes, net.....	9 00
Spanish Carmine (Glaze).....	3 50
English Vermilion, L. and D.....	4 25
Striping Red, No. 4504 (Solid).....	3 75
Striping Red, No. 4728.....	2 25
Iroquois Red, L. and D.....	2 25
Carriage-Painters' Red.....	2 25
Automobile Red, L. and D.....	2 25
Aztec Red (Glaze).....	2 25
Mohawk Red, L. and D.....	1 50
Empress Scarlet.....	2 25
Naples Yellow.....	3 00
Chrome Yellow, L. M. O. and DO.....	1 70
Perfect Yellow.....	1 70
Brimstone Yellow, L. M. D. and DD.....	1 70
Gold Imitation.....	1 50
Striping Black.....	1 50
Green Lake (Glaze).....	3 00
Milori Green, L., M. and D.....	2 70
Extra Coach Green, L., M. and D.....	1 50
Fern Leaf Green, L. and M.....	1 50
Cerro Green, M.....	1 50
Verdigris Green.....	3 75
Prussian Blue.....	2 25
Ultramarine Blue (Glaze).....	1 50
Imperial Blue, L. and D.....	1 50
Azure Blue.....	1 50
Striping Purple.....	2 25
Bay Brown.....	1 50
Flake White.....	1 50
Silver White.....	1 50
Ivory White.....	1 50
Special Flake White for striping.....	1 50

The above colors are put up in large size collapsible tubes, varying in weight according to the bulk of the color.

No. 40 and French Carmine, L., are put up in ¼-pound tubes net weight.

Only the colors named above are put up in tubes.

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Q-D COLORS IN TUBES:

At present we are not listing any Gray Striping Colors and, inasmuch as Grays are now very popular for striping, we have added the following to our line of Q-D Colors in tubes, the price will be as indicated opposite each :

Auto Gray L - Rr 8291	\$1.65 per dozen tubes
Torpedo Gray " 8919	\$1.65 " " "
Mercedes Gray " 8918	\$1.65 " " "

The above prices are net. The three materials which we have selected represent a range of shades, Auto Gray, L. being the lightest, Torpedo Gray, Medium, and Mercedes Gray the deepest.

These materials, incidentally, are all illustrated on our Q-D Color Folder, Form QP.

A new printing of the Price List is now being prepared, showing the above corrections and additions, and will be ready for distribution very shortly. A sufficient supply of new inserts will be sent each District. In the meantime, please see that all lists are promptly corrected.

Yours very truly,

AWS/L

Manager Mfrs' Sales Department.

PAGE 206

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SOLID RUBBING COLOR VARNISHES

ELASTIC DRYING

All Color Varnishes are put up in 1-gallon varnish cans.

Solid Rubbings dry to rub in 48 hours.

Solid Rubbing and Free-Flowing Colors listed under same name are approximately identical in shade.

	B
*Vermilion.....	3 50
*Durbar Red, L.....	2 50
Durbar Red, D.....	2 50
*Carmine Maroon.....	2 50
*Gem Red Rubbing, L.....	1 90
*Gem Red Rubbing, D.....	1 90
*English Surrey Green, D.....	2 00
*Peerless Green, L.....	1 75
Green, L. and D.....	1 75
*Four Day Ebony.....	2 40
*Black Body Japan.....	2 65
Jet Black Body Rubbing.....	2 15
Black.....	1 90
Imperial Black Rubbing.....	1 90
Peerless Black Quick Rubbing.....	1 80
*Special Black Varnish for Interior Bodies.....	1 50
Inside Body Black No. 209.....	1 15

Colors marked * not carried in stock, but will be ground to order.

FREE-FLOWING COLOR VARNISHES

ELASTIC DRYING

Free-Flowing Color Varnishes work easier, and cover more surface than Solid Rubbing. Dry to moss in 18 hours. Can be rubbed with pumice-stone and water in 36 to 48 hours.

Put up in 1-gallon varnish cans.

	B
Vermilion.....	3 75
Rose Lake.....	2 85
Dark Carmine.....	3 25
*Scarlet Carmine.....	2 40
National Red, L.....	2 40
National Red, D.....	2 40
*Royal Durbar Red, L.....	2 40
Royal Durbar Red, D.....	2 40
*Dragon Red, L.....	2 40
Dragon Red, D.....	2 40
Carmine Maroon.....	2 40
Auto Gray, D.....	2 50
Platinum Gray.....	2 50
*Arabian Gray.....	2 50
Mercedes Gray.....	2 50
Virginia Cream.....	2 50
Meteor Blue.....	2 75
Limousine Blue.....	2 50
*Richelieu Blue.....	2 50
Auto Yellow.....	2 50
English Brewster Green.....	1 90
Peerless Green.....	1 90
Brewster Green, L. and D.....	1 90
Green, L. and D.....	1 90
Black.....	1 90
Jet Black.....	1 90
Boach painter Blue.....	2 50

Colors marked * not carried in stock but will be ground to order.

FREE-FLOWING VEHICLE COLOR VARNISHES

Free-Flowing Vehicle Color Varnishes work easier and cover more surface than Solid Rubbing
Dry to moss in 18 hours. Can be rubbed with pumice-stone and water in 36 to 48 hours.
Put up in 1-gallon varnish cans.

Light Green No. 35		165	160
Dark Green No. 63		165	160
Light Red No. 88	2.10	300	180
Dark Red No. 89	2.40	300	180
Black No. 87		165	160

AUTO AND CARRIAGE UNDER-COATINGS

THESE PRICES FOR LARGE TRADE ONLY

METAL BODY PRIMERS (LIQUID)

Gray	180	185	180	180
Red	190	195	190	190
Black	180	185	180	180
Gray, No. 99	165	160	160	160
Red, No. 98	190	195	190	190

COACH BODY PRIMER

(Liquid Brushing)

BODY UNDER-COATS (PASTE)

	25s	1s	5s	1s
		Prices per pound—net weight		
Coach Body Rough Stuff Dark	9 1/4	9 1/4	8 3/4	
Coach Body Rough Stuff Yellow	13	12 3/4	11 3/4	
Coach Body Rough Stuff White	15 1/2	14 1/2	13 1/2	
Coach Body Rough Stuff First Coat Dark	10	9 1/4	9	
Coach Body Rough Stuff First Coat Red	10	9 1/4	9	

COACH GEAR PRIMERS (LIQUID BRUSHING)

	1s	5s	1s
	B	B	B
Coach Gear Primer Dark Gray	1 65	1 50	1 50
Coach Gear Primer Dark	1 50	1 35	1 35
Coach Gear Primer Red	1 50	1 35	1 35
Coach Gear Primer Maroon	1 50	1 35	1 35

COACH GEAR FILLERS (LIQUID BRUSHING)

	1s	5s	1s
	B	B	B
Coach Gear Filler Black	1 50	1 35	1 35
Coach Gear Filler Red	1 50	1 35	1 35
Coach Gear Filler Maroon	1 50	1 35	1 35

COACH GEAR FILLERS (PASTE)

	25s	1s	5s	1s
		Prices per pound—net weight		
Black	9 1/4	9 1/4	8 3/4	
Red, L. and D.	11 1/2	10 3/4	11 1/2	
Bright Red	10 1/2	10 1/2	10 1/2	
Yellow	10 1/2	10 1/2	10 1/2	
Cream	10 1/2	10 1/2	10 1/2	
Maroon	9 1/4	9 1/4	8 3/4	
Rich Maroon	10 1/2	10 1/2	10 1/2	
Gray	10 1/2	10 1/2	10 1/2	
Blue	14 1/2	14 1/2	14 1/2	

SANDING FILLERS FOR GEARS (PASTE)

	25s	1s	5s	1s
		Prices per pound—net weight		
Red	11	10 1/4	10 1/4	
Dark	10 1/4	10	10	

COACH GEAR PRIMERS (LIQUID DIPPING)

	5s	1/2 bbls. & bbls.	1s
	B	B	B
Coach Gear Primer Dark Gray	1 40	1 30	1 30
Coach Gear Primer Dark	1 30	1 20	1 20
Coach Gear Primer Red	1 30	1 20	1 20
Coach Gear Primer Maroon	1 30	1 20	1 20

AUTO AND CARRIAGE UNDER-COATINGS—Continued

CHASSIS AND GEAR FILLERS (PASTE) *1 lb. 1/4*

	25s		kits	
	Prices per pound—net weight		B	
Black.....	1 1/4	9 1/4	10 1/4	9 1/4
Red, L. and D.X.....	1 1/4	10 1/4	11 1/4	10 1/4
× Bright Red.....	1 1/4	10 1/4	11 1/4	10 1/4
Yellow.....	1 1/4	10 1/4	11 1/4	10 1/4
Cream.....	1 1/4	10 1/4	11 1/4	10 1/4
× Maroon.....	1 1/4	9 1/4	10 1/4	9 1/4
× Rich Maroon.....	1 1/4	10 1/4	11 1/4	10 1/4
Gray.....	1 1/4	10 1/4	11 1/4	10 1/4
Blue.....	1 1/4	14 1/4	15 1/4	14 1/4

same as P.V. Red

PERFECT METHOD UNDER-COATINGS (LIQUID)

BODY PRIMERS *advised*

	1s	B	5s	B
Black.....	1 45	1 45	1 30	1 30
Yellow.....	1 45	1 45	1 30	1 30

BODY FILLERS (ROUGH STUFF)

First Coat.....	1 35	1 25
Black.....	1 35	1 25

GEAR PRIMERS

Black.....	1 45	1 30
Red.....	1 45	1 30

GEAR SURFACERS

Black.....	1 45	1 30
Red.....	1 45	1 30

GEAR FILLERS

Black.....	1 45	1 30
Red.....	1 45	1 30
Ebony Black.....	1 70	1 55

GLAZING PUTTY (PASTE)

	Prices per pound—net weight		
	1s and 5s	B	list
Dark..... <i>4.44</i>	1s and 5s	ha	20
Red..... <i>4.44</i>	1s and 5s	ha	20
Yellow..... <i>4.44</i>	1s and 5s	ha	20

A. 65th B. 80 - List 125

Q. D. ROYAL DURBAR RED #72 - (8272)

There has been a popular demand recently for a light shade of Red similar to Royal Durbar Red L., but with more tone and brilliancy, to be used as an intermediate shade between the Durbar Red Colors and English Vermilion, the material being more along the shade of Cochineal Vermillions that were used some years ago, but made in a light gravity Red.

We have established in Q. D. Royal Durbar Red #72 a Red that in gravity and covering the same as Q. D. Royal Durbar Red. D.Rx 6150; although it is a very light color it is still light in gravity and has much more fire and is considerably stronger than our old Royal Durbar Red L.

We recommend that our Q. D. Royal Durbar Red #72 be used exactly as the balance of the Royal Durbar Reds. Best results can be obtained by tempering the goods with varnish or making the color cast in color varnish.

Please change your price list, eliminating our former Royal Durbar Red L. and establish for a light shade of Royal Durbar Red, our new Q. D. Royal Durbar Red #72, Rx 8272 at a price of 65¢ a pound.

(JCH - #199)

C.D.DIXIE GRAY

Our QD Dixie Grays are a match for the Grays that the Ditzler Color Co. are furnishing. These Grays are as follows:

Light Dixie Gray X-9078
Medium " " X 9079
Dark " " X 9006

The Dark Dixie Gray is the one generally known as Packard Gray. In order to secure best results all Grays should be used as a Color Varnish and the ground work would be Chassis & Gear Filler Gray X-8874 or White Lead toned up with Lamp Black.

The price on Dixie Gray:

<u>List</u>	<u>"B"</u>	<u>"A"</u>
50¢	35¢	25¢

The Chassis & Gear Filler referred to is the same quality as our Coach Gear Filler Paste, price as follows:

	<u>25s</u>		<u>Kits</u>		<u>125lbs.</u>
"A"	"B"	"A"	"B"	"A"	"B"
.10 $\frac{1}{2}$	.12 $\frac{1}{2}$	.10 $\frac{1}{2}$	.11	.09 $\frac{1}{2}$	.10

CPJ-C

JOH #184
2-1-11

BLACK RUBBING VARNISHES. (Page 207)

Recent comparisons with the leading Black Rubbing Varnishes indicate conclusively that the Black Rubbings we offer are decidedly superior to any of them.

In conducting these tests, which were very carefully made, we considered working, flowing, density, drying, tone and general appearance, and we do not hesitate to say that our Imperial Black Rubbing Rx 7888 and Peerless Black Quick Rubbing Rx 7889 represent an improvement over anything on the market.

They are better in construction, work easier, flow out better, dry on schedule time and produce a rich, full toned, dense black finish/ To secure the full depth of tone and brilliancy, they should be applied in the regular way, that is, over a flat coat of Q D Black, such as our Q D Special Black Rx 120.

The Imperial Black will dry to rub in 36 to 48 hours and Peerless Black Quick Rubbing will dry to rub in 36 hours. The rubbing time refers to the quickest time in which it would be possible to rub either of these Black Rubbings, it being understood that in order to obtain most satisfactory results it is desirable to allow the Black extra time of six hours to two days to thoroughly season.

For a Touch-up Black for either of these Black Rubbings Q D 1 D Black XXX, Rx 121, will be found entirely satisfactory and when sold as a touch-up color, it is desirable to label it accordingly. In thinning a touch-up Black it should be tempered with Turpentine and Rubbing Varnish to the proper consistency to touch up any places that have been rubbed through without piling up the color and to dry to finish on schedule time.

There is a strong demand for high grade Blacks among the automobile and carriage manufacturers as well as the custom and repair shops in every section of the country. They are used to a certain extent by all of them and by introducing these goods to your trade, you will establish a permanent and valuable business, which will amount to considerable in a very short time.

These Blacks are listed on page 207 of the new price list and you will note the prices are very favorable for goods of this quality. We are confident that they will assist you in the introductory work with the automobile and vehicle trade and we would urge that they be given the attention they deserve.

P F Color Varnishes for Vehicle Manufacturers.

We have been checking up very carefully on the requirements in the vehicle trade for a complete line of up-to-date colors in Color Varnishes to be used on wheels and gear parts by Vehicle manufacturers, considering the opacity, shade, tone and working qualities that would be required in this trade, and have selected the following line of shades which we believe possess all of the features mentioned above, and will produce results that will be particularly attractive to the vehicle manufacturer:-

Free Flowing Light Green #35,	Rx 17008
Free Flowing Dark Green #63,	Rx 7863
Free Flowing Light Red #88,	Rx 6888
Free Flowing Dark Red #89,	Rx 6889
Free Flowing Black #87,	Rx 6887

We find that there is an increasing demand for a light shade of Green approximating the shade of Brewster Green Light that will have excellent tone and cover solid one coat over a Dark Gear Filler, and have designed our Free Flowing Light Green #35, Rx 17008 for this purpose. In point of color and tone we believe this to be one of the handsomest Greens that has ever been designed for the vehicle trade. It is particularly attractive, and we feel confident that its working qualities will also be an advantage over any similar product that would be offered to the trade.

Having in mind that some manufacturers prefer a dark shade of Green we have selected P F Green Dark #63, Rx 7863. This material, while a trifle darker in shade possesses rich tone, with a good full gloss, and at the same time has free flowing properties that enables the manufacturer to flow on a coat of color varnish over a coat of Dark Gear Filler that will cover solid and further enable the manufacturer to flow on a coat of Color Varnish over the entire wheel, wiping up after the whole wheel has been coated, without danger of sagging or streaking. The working properties of Rx 7863 are particularly attractive.

For a Light Red we have selected Free Flowing Light Red #88, Rx 6888. While light in shade it has excellent opacity and flowing qualities, with a rich tone and covers solid over a Light Gear Filler like Rx 8498, or a Light Ground Color. This light Red is a very dependable color, being light in gravity, holding in suspension and having the free working properties which has made our Free Flowing line so popular.

For a Dark Red we have selected Rx 6889. This is a deep rich shade of Red of a Lake character, known in the trade as a Maroon or Wine shade. It possesses the free working qualities of our Free Flowing Color Varnishes and should be used over Gear Fillers, Rx 8505 or Rx 6899.

Appreciating the necessity of supplying a Free Flowing Black with easy working qualities, density and tone, we have designed Rx 6887. This color varnish is an intense black, and can be applied in the same manner as the Color Varnishes mentioned above, and should be used over Gear Filler, Rx 8662.

All of the above Color Varnishes can be mopped over right and water rubbed in 36 to 48 hours. However, few of the vehicle manufacturers now water rub their gears. All of these colors are designed to be used on the running parts of horse drawn vehicles, and can be sold at prices that would be particularly attractive, enabling the manufacturer to finish his work at the least possible cost, and at the same time secure a dependable color varnish.

Prices to apply on these Colors are as follows:-

		1s	
		A	B
Free Flowing Light Green #35, Rx 17008		1.50	1.65
Free Flowing Dark Green #63, Rx 7863		1.50	1.65
Free Flowing Light Red #68 Rx 6888		1.65	1.80
Free Flowing Dark Red #69, Rx 6889		2.00	2.15
Free Flowing Black #67, Rx 6887		1.50	1.65

THE RIGHT USE OF ROUGH STUFF.

It is not good practice to rub rough stuff the day after the last coat is put on to the surface. Two coats per day should not be put on except to meet an emergency call, and when the drying conditions are ideal—, that is, when a warm, dry air prevails in the shop.

One coat of rough stuff applied to the surface each day is plenty, and when this practice is followed it brings the foundation dry and hard right along from day to day so that when the last coat is on the rubbing can be done the next day without trouble. To get a good, hard, nicely balanced structure of rough stuff, wrought out in fine shape, the coats must have time to dry out perfectly. This is a necessity in surface work which cannot be regarded otherwise than important. At the present time fine surface conditions and a superior grade of finishing are in great demand. Most of the striping and ornamental work has been lopped off, leaving it to the "surface man" to make the finish sufficiently good to meet requirements without the help of these agencies. In this surface building rough stuff must be used. To get the desired results it must be used right.

If anything, the ready to use rough stuff is as good if not better than the shop mixed. It is likely to be more uniform in quality.

It should not be left exposed to the air. It thickens in a short time when so exposed, and when fatty and sour it cannot be depended upon to dry and rub right and give proper service.

The pigment should be put on smooth and free from brush marks. It needs to be thinned properly to do this. Better thinner coats, even if an extra coat must be used, than heavy coats, which work on rough and brushy. Such coats are hard to rub down, and the rough appearance simply can't be rubbed out.

0007-SWP-000010476

Finishing Specifications of Furniture Manufacturers

**SALESMEN'S PRICE LIST
1908**



THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
CINCINNATI, OHIO
NEW YORK, N. Y.
BOSTON, MASS.
PHILADELPHIA, PA.
SAN FRANCISCO, CALIF.
ST. LOUIS, MO.
WASHINGTON, D. C.

B55m U.S. J7 490

0007-SWP-000010477

FINISH FOR CHEAP CHAIRS.

Staining and Filling.

Golden Oak Surfacers, or
" " Stain and
" " Filler.

First Coating.

For Dip Work.

Pale Flowing Surfacers, No. 2, or
Hard Drying 1st Coater.

For Brush Work.

Pale Flowing Surfacers, No. 1, or
Special Flowing Surfacers, or
Hard Drying 1st Coater, or
" " Coater.

Finishing Coat.

For Dip Work.

Quick Drying Coach, or
Hard Drying Coach, or
Hard Drying Coater.

For Brush Work.

Extra Pale Coach, or
Quick Drying Coach, or
Free Flowing Coach.

MEDIUM GRADE CHAIRS.

Staining and Filling.

Golden Oak Stain and
" " Filler.

1st Coat.

Pale Flowing Surfacer, No. 1, or
Special Flowing Surfacer, or
Hard Drying 1st Coater, or
" " Coater.

2nd Coat.

For Glass Work.

Extra Pale Coach, or
Free Flowing Coach, or
Quick Drying Coach.

For Polished Work.

Pale Cabinet Polishing, or
Fine " " or
Pale Polishing, or
Quick Cabinet Polishing.

Rub and Polish.

FINE GRADE CHAIRS.

Staining and Filling.

Golden Oak Stain and
" " Filler.

1st Coat.

Hard Drying Coater, or
Fine Cabinet Polishing, or
Pale Polishing, or
Finest " or
Quick Transparent Polishing.

2nd Coat.

Fine Cabinet Polishing, or
Pale Polishing, or
Finest " or
Quick Transparent Polishing.

3rd Coat.

Same as 2nd coat.

Rub and Polish.

CHEAP SUITE WORK }
" SIDEBARDS } Polish Finish.
" CHIFFONIERS }

Staining and Filling.

Golden Oak Stain and
" " Filler.

1st Coat.

Pale Flowing Surfacer, No. 1, or
Special Flowing Surfacer, or
Hard Drying 1st Coater, or
" " Coater.

2nd Coat.

Quick Drying Coach, or
Extra Pale Coach, or
Free Flowing Coach, or
Quick Cabinet Finishing.

MEDIUM GRADE SUITES }
 " SIDEBOARDS } Gloss Finish.
 " CHIFFONIERS }

Staining and Filling.

Golden Oak Stain and
 " " Filler.

1st Coat.

Pale Flowing Surfacer, or
 Special Flowing Surfacer, or
 Hard Drying Coater, or
 Extra Pale Second Coater, or
 Extra Furniture Rubbing, or
 Quick " "

2nd Coat.

Extra Furniture Rubbing, or
 Quick Cabinet Polishing, or
 Pale " " or
 Fine " " or
 Pale Polishing.

3rd Coat.

Quick Cabinet Polishing, or
 Pale " " or
 Fine " "

FINE GRADE SUITES }
 " SIDEBOARDS } Polish Finish.
 " CHIFFONIERS }

Staining and Filling.

Golden Oak Stain and
 " " Filler.

1st Coat.

Special Flowing Surfacer, or
Hard Drying Coater, or
Extra Quick Furniture Rubbing.

2nd Coat.

Fine Cabinet Polishing, or
" Pale Polishing, or
Finest Polishing, or
Extra Cabinet Polishing.

3rd Coat.

Same as 2nd coat.

Rub and Polish.

CHEAP GRADE TABLES.

Gloss Finish.

Bases.

Same as finish on cheap chairs.

Tops.

Same as finish on cheap { Suites.
Sideboards.
Chiffoniers.

MEDIUM GRADE TABLES.

Bases.

Same as finish on medium grade chairs.

Tops.

Same as finish on medium { Suites.
Sideboards.
Chiffoniers.

FINE GRADE TABLES.

Same as finish on fine grade { Suites.
Sideboards.
Chiffoniers.

CHEAP GRADE TABLES.

Gloss Finish.

Bases.

Staining and Filling.

Golden Oak Surfacer, or

" " Stain and

" " Filler.

1st Coat.

For Dip Work.

Pale Flowing Surfacer, No. 2, or

Hard Drying 1st Coater.

For Brush Work.

Pale Flowing Surfacer, No. 1, or

Special Flowing Surfacer, or

Hard Drying 1st Coater, or

" " Coater.

Finishing Coats.

For Dip Work.

Special Flowing Coach, or

Hard Drying Coach, or

Free Flowing Coach, or

Quick Drying Coach.

For Brush Work.

Special Flowing Coach, or
Free Flowing Coach, or
Quick Drying Coach.

Tops.

Staining and Filling.

Golden Oak Stain and
" " Filler.

1st Coat.

Pale Flowing Surfacer, No. 1, or
Special Flowing Surfacer, or
Hard Drying 1st Coater, or
" " Coater.

2nd Coat.

Free Flowing Coach, or
Quick Drying Coach, or
Extra Pale Coach, or
Quick Cabinet Finishing, or
Extra Quick Furniture Rubbing.

MEDIUM GRADE TABLES.

Bases.

Staining and Filling.

Golden Oak Surfacer, or
" " Stain and
" " Filler.

1st Coat.

For Dip Work or Brush Work.

Pale Flowing Surfacer, No. 2, or
Special Flowing Surfacer, or
Hard Drying Coater.

Finishing Coat.

For Dip or Brush Work.

Extra Pale Coach, or
Special Flowing Coach, or
Free Flowing Coach, or
Quick Drying Coach.

Tops.

Staining and Filling.

Golden Oak Stain and
" " Filler.

1st Coat.

Pale Flowing Surfacer, No. 1, or
Special Flowing Surfacer, or
Hard Drying Coater, or
Extra Pale 2nd Coater, or
Extra Quick Furniture Rubbing, or
Quick Cabinet Polishing, or
Pale " " or
Fine " " "

2nd Coat.

Extra Quick Furniture Rubbing, or
Pale Cabinet Polishing, or
Quick " " or
Fine " " or
Pale Polishing.

FINE GRADE TABLES.

Staining and Filling.

Golden Oak Stain and
" " Filler.

1st Coat.

Hard Drying Coater, or
Fine Cabinet Polishing, or
" Pale Polishing, or
Finest Polishing, or
Extra Cabinet Polishing, or
Quick Transparent Polishing.

2nd Coat.

Fine Cabinet Polishing, or
" Pale Polishing, or
Finest Polishing, or
Extra Cabinet Polishing, or
Quick Transparent Polishing.

3rd Coat.

Same as 2nd Coat.

Rub and Polish.

VARNISHES

FOR THE FURNITURE MANUFACTURING AND OTHER TRADES

REPRESENTATIVES' CONFIDENTIAL PRICE-LIST

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PIANO POLISHING VARNISHES

ZANZIBAR PIANO POLISHING

Finest grade of piano polishing that can be made for the highest grade piano work. It is medium in color, working, flowing and drying properties being perfect. Dries dust-free in 1 hour, to recoat in 5 to 7 days, to rub in 8 to 10 days. Flowing-coat dries to polish in 10 to 12 days.

CRYSTAL PIANO POLISHING

The best all around satisfactory piano varnish to be had for the highest and medium grade piano work. It is perfectly transparent, beautifully magnifying and bringing out the tone and character of the work. Dries dust-free in 1 hour, to recoat in 4 to 6 days, to rub in 6 to 8 days. Flowing-coat dries to polish in 8 to 10 days.

QUICK TRANSPARENT POLISHING

A very pale, high-grade quick-drying varnish intended for piano and the highest grades of furniture work. Dries dust-free in 1 hour, to recoat every other day, to rub in 4 to 5 days, taking and retaining for the greatest length of time the most beautifully permanent polish.

PALE PIANO POLISHING

A pale, heavy bodied piano polishing for medium and good grade work. It has splendid working, flowing and drying properties. A very tough and permanently elastic varnish, taking a splendid polish. Dries dust-free in 1 hour, hard to recoat in 4 to 6 days, to rub in 6 to 8 days. Flowing-coat dries to polish in 8 to 10 days.

RUBBING AND POLISHING VARNISHES

WHITE MAPLE POLISHING

A perfectly transparent varnish that dries hard, making it capable of taking and retaining the highest polish. It works and flows out exceptionally well. It is designed for high-grade furniture work where a colorless varnish is required. Dries dust-free in 1 hour, to recoat in 3 days, to rub in 5 to 6 days, and can be polished next day. This varnish is less inclined to turn yellow with age than any other varnish made.

QUICK TRANSPARENT POLISHING

A very pale, high-grade quick-drying varnish intended for piano and the highest grades of furniture work. Dries dust-free in 1 hour, to recoat every other day, to rub in 4 to 5 days, taking and retaining for the greatest length of time the most beautiful permanent polish.

HEAVY PALE POLISHING

The most satisfactory heavy bodied rubbing and polishing varnish in the line for all grades of furniture and medium grade piano work. Unquestionably the toughest and most permanently elastic varnish that can be found. Pale enough in color for use over the lightest shades. Dries dust-free in 45 minutes to 1 hour, hard to recoat in 3 days, to rub in 5 days and polish the 6th.

FINE CABINET POLISHING

A splendid varnish medium in color, standard in body and of exceptional value. It is intended for fine and medium grade organs and furniture work. This is a particularly safe varnish for hurried work. Dries dust-free in 1 hour, to recoat in 2 to 3 days, to rub in 3 to 4 days, to polish the following day.

AMBERLAC

A perfectly transparent varnish light in body. The most economical varnish ever produced for turning out work of the highest type in the shortest possible time. Under favorable drying conditions, a coat of Amberlac can be applied every 24 hours without the slightest danger of cracking or becoming brittle. The best finish on the market at anywhere near the price for finishing Circassian Walnut, Mahogany and other work of the finest grade where a perfectly dead rubbed finish is desired. Dries dust-free in 30 minutes, to rub in 48 hours.

TRIPOLAC

A highly satisfactory all around quick-drying varnish for first, intermediate and finishing-coats on furniture. It is medium pale, works easily and is of standard body. It is impossible to make, for anything like the price, a varnish more perfectly suited to medium and good grade furniture and other finished woodwork. Dries dust-free in 30 minutes, hard to recoat in 48 hours, to rub in 3 to 4 days, and polish on the day following.

EXTRA QUICK FURNITURE RUBBING

One of the best varnishes in the line. Can be used as an intermediate coater or for all the coats, as a rubbing and polishing varnish for rushed work. This varnish dries very quick and hard, but does not become brittle. A good safe varnish for quick work. Dries dust-free in 1 1/2-hour, to recoat in about 48 hours, to rub in 3 days, polishing on the 4th.

CABINET OR GLOSS FINISHING VARNISHES

BAR-TOP FINISH

This varnish is made especially for bar-tops, cafe tables and other surfaces subjected to severe usage, and will not turn white, spot or crack when exposed to alcohol or water. It is pale in color, of standard body and free-working. Dries dust-free in 6 to 8 hours, to recoat in about 3 days.

EXTRA ELASTIC COACH

The best varnish that can be made for high-grade refrigerators, coolers, plumbers' woodwork, etc. Is very elastic, works splendidly, is not affected by water or dampness, and will stand extreme exposure. Dries with a full, beautiful lustre. Dries dust-free in 8 to 10 hours, hard in 2 to 3 days.

HEAVY CABINET FINISHING

A high-grade extra pale, heavy bodied, free-working varnish for the best grades of furniture and other finished woodwork where a fine, deep gloss finish is desired. The finish produced by this varnish is exceptionally elastic and durable. If desired, can be very lightly water rubbed. Dries dust-free in 1 hour, hard in 36 to 48 hours.

WHITE REED FINISHING

A colorless, hard-drying, yet elastic reed finishing. Suitable for brushing or dipping on best grades of reed work. Dries dust-free in 1 hour, to pack in 36 hours.

EXTRA PALE COACH

Very similar to Heavy Cabinet Finish, not quite so high grade, but very satisfactory for all good grade furniture and finished woodwork left in the gloss.

FURNITURE COACH NO. 921

A good grade furniture coach varnish, not quite so pale in color as the above. A splendid varnish for all around gloss finishing work. Dries well in 24 to 36 hours.

FREE-FLOWING COACH

A very pale, easy-working gloss varnish intended for medium and cheap grades of furniture work. Flows perfectly on any size panel and will not powder or mar easily. Dries dust-free in 1 hour, hard in 36 to 48 hours.

QUICK-DRYING COACH

A hard, quick-drying gloss varnish, standard in body, intended for general furniture work where finish is left in the gloss (not rubbed or polished). Dries exceptionally hard but is not brittle. Will not soften up or print when packed. Dries dust-free in 1 hour, hard to pack in 36 to 48 hours.

TRANSPARENT COACH

A transparent varnish intended for use on work where it is desirable not to discolor the natural color of the work. Adapted for use in dipping chairs, for churns, toys, washing-machines, handles, etc. It is light in color, very elastic, will stand exposure and will not crack or mar easily. Should not be recommended as a brushing varnish on very long surfaces. Dries dust-free in 1 hour, hard in 24 hours.

PALE NOVELTY FINISHING

Is pale in color, medium body, free-working, and dries with a high lustre. Can be dipped or brushed, and is intended for a finishing-coat on toy and novelty work, where a very pale varnish at a moderate price is demanded. Dries dust-free in 1 hour, hard in 24 hours.

CHAIR COACH

A very pale, elastic varnish of standard body. Can be either dipped or brushed on chairs or small surfaces. Will not powder or mar easily. Dries dust-free in $\frac{3}{4}$ -hour, hard in 24 to 36 hours.

HARD-DRYING COACH

A varnish of similar character to Transparent Coach, although darker in color, about the same in body, dries harder and will successfully withstand longer exposure. Intended for the same purposes except where a varnish of very pale color is wanted. Is a splendid varnish for churns, washing-machines and similar work.

HARD-DRYING TRUNK

Medium in color and body, works well, dries hard, and stands well under exposure. Will not crack or mar readily. Dries dust-free in 8 hours, hard in 24 hours.

FIRST-COATERS, CLEAR

MISSION-LAC

Light in body and medium in color, works very easily, does not show laps, dries with a shellac-like finish, will withstand washing with water. Is intended as a finishing-coat on surfaces stained in Mission effects. One coat on top of stain producing a finish similar to that obtained with a coat of shellac and coat of furniture wax. Will not wash up, scour or bleed any well-made stain. Does not become roopy when standing open and can be successfully dipped as well as brushed. Can be thinned with benzine. Dries dust-free in 1 hour, hard in 24 hours.

PALE FIRST-COATER NO. 1057

A pale, exceptionally tough and elastic first-coater for use on all furniture and other finished woodwork. It will dry perfectly hard to sand and recoat in 24 to 36 hours. One of the best first-coaters in the line and similar to Hard-Drying Coater, except being considerably paler in color.

HARD-DRYING COATER NO. 361

A perfectly safe, clear first-coater for the best grades of work. Is very elastic, therefore will not crack, powder or dust up while sanding like ordinary first-coaters. It sands down smoothly and does not allow subsequent coats to sink away or perish. Can be satisfactorily brushed or reduced and dipped. Will make a good, durable finish that will not mar or print on cheap or medium chairs when used for finishing-coat. Medium in color and body. Dries dust-free in $\frac{1}{2}$ -hour, to sand and recoat in 24 hours.

HARD-DRYING FIRST-COATER NO. 1081

Very similar to Pale First-Coater. A highly satisfactory first-coater for the price.

PIGMENT SURFACERS

No. 1 FLINT SURFACER

A very pale, free-flowing, flat drying Pigment First-Coater. Because of these characteristics, it works more easily and requires less sanding than any similar goods on the market, thus showing greater economy in use. Possesses superior hardening qualities, pigment holds up well in suspension, showing little, if any, tendency to settle out. Designed for all kinds of work, except Maple. Work coated today ready to sand and recoat tomorrow. Sufficiently heavy in body to stand some reduction for brushing.

PALE FLOWING SURFACER

Possesses all good qualities of No. 1 Flint Surfacers, but is lighter in color and can, therefore, be used on all kinds of work, including the lighter colors, such as White Maple, etc. Work coated today ready to sand and recoat tomorrow.

GOLDEN OAK SURFACER

Similar in character, working and drying quality to No. 1 Flint Surfacers, except stained to a medium dark Golden Oak shade. Intended for dipping purposes on cheap chairs, tables, novelties, etc. Shade may be varied by thinning with benzine, spirits turpentine, suitable varnish, or a combination of any of them.

MIXING VARNISHES

EXTRA PALE MIXING

An extra pale, quick-drying mixing varnish for japan or oil colors. Will dry dust-free in 4 to 5 hours. Especially recommended for carriage and automobile trade.

MEDIUM MIXING

Very similar to the above, except not quite so pale in color. A very quick drier and is recommended for the same purpose as Extra Pale Mixing, but not for the lighter colors.

MIXING "A"

A free-working varnish adapted for general shop mixing uses. It is medium in color and body, is elastic and will not cause brittleness in mixtures with which it is used. Dries dust-free in 3 to 4 hours, hard in 36 to 48 hours.

PALE MIXING

A pale mixing of very good quality for japan or oil colors.

PALE IMPLEMENT MIXING

A free-working varnish which mixes readily with japan or oil colors. It is medium in color and body. Dries dust-free in 1 hour, hard in 24 hours.

ENGINE AND MACHINERY FINISHING VARNISHES

HARD MACHINERY FINISHING

An easy-working, hard-drying, durable varnish. Will not soften readily under lubricating oils. Splendid lustre. Dries dust-free in 5 to 6 hours, hard in 30 to 36 hours.

PALE MACHINERY FINISHING

Intended for use over light colors. Pale in color, free-working, and elastic. Rich lustre. Dries dust-free in 2 to 3 hours, hard in 24 to 36 hours.

ENGINE FINISHING

A hard-drying, yet elastic varnish capable of withstanding high temperature without growing brittle. Medium in color and body. Especially adapted for use over hot surfaces. Dries dust-free in 3 to 5 hours, hard in 24 to 36 hours.

WAGON AND IMPLEMENT VARNISHES

EXTRA PALE AGRICULTURAL COACH

A free-flowing, heavy bodied varnish sufficiently pale not to discolor the delicate shades used in implement work. Will successfully withstand all necessary outside exposure. Dries dust-free in 5 to 6 hours, to handle in 15 hours, hard to pack and ship in 36 hours.

DURABLE WAGON FINISHING

A pale, very durable, easy-working varnish suitable for wagons and similar work. It will withstand extreme exposure tests successfully, and is without question the most durable wagon varnish on the market. Dries dust-free in 5 to 6 hours, hard in 36 to 48 hours.

ELASTIC IMPLEMENT COACH

A very pale and all around satisfactory implement and wagon finishing varnish which will successfully withstand exterior exposure and hard usage. Dries dust-free in 4 to 5 hours, hard to handle in about 15 hours, to pack in 24 to 36 hours.

PALE DURABLE IMPLEMENT COACH

The most durable and quickest drying Pale Implement Varnish for brushing and dipping that can be made at anywhere near the price. Possesses unusual moisture-resisting qualities. Dries hard to handle in 24 hours.

REFRIGERATOR VARNISHES

ELASTIC REFRIGERATOR COACH

Quality and price should make this the most satisfactory refrigerator finishing varnish that can be found. It is pale enough in color to be used over any work except white, and will withstand to the greatest possible extent the severe tests, such as unheated warehouse storage, submerged in water, etc. It has splendid body, working, flowing and drying qualities. Dries dust-free in 4 to 5 hours, hard to recoat in 2 to 3 days, to wrap in 3 days, to crate in 2 days.

REFRIGERATOR COACH NO. 1009

A good varnish made for refrigerators, coolers, plumbers' woodwork, etc. Is very elastic, works splendidly, is not affected by water or dampness, and will stand extreme exposure. Dries with a full, beautiful lustre. Dries dust-free in 8 to 10 hours, hard in 2 to 3 days.

WATERPROOF, SPAR AND EXTERIOR VARNISHES

HEAVY WASHING-MACHINE COACH

One of the best varnishes that can be made for the price for use on high-grade washing-machines, churns, and similar work. It is heavy in body, pale in color and will successfully withstand months of exposure to the elements. Dries to handle and pack in 24 hours.

CANOE SPAR

Unquestionably the best Waterproof Varnish obtainable. It will stand submersion in water without turning white, is heavy in body, and especially designed for canoes, boats, etc.

PALE WATERPROOF COACH

A cheaper grade waterproof varnish for same purposes as above.

BAKING VARNISHES

EXTRA PALE ENAMEL BAKING (EXTERIOR)

The highest grade of Extra Pale Baking, intended for use over very delicate tints. Very elastic and durable. Over white and light colors should be baked at 160 degrees to 175 degrees Fahrenheit from 5 to 6 hours.

PALE ENAMEL BAKING (EXTERIOR)

A very high grade of Pale Enamel Baking. Same character as Extra Pale Enamel Baking (Exterior), but a trifle darker in color. Very elastic and durable. Should be baked at 160 degrees to 170 degrees Fahrenheit from 2½ to 3 hours.

ENAMEL BAKING (EXTERIOR)

An elastic, durable Enamel Baking, intended for use over the darker colors. Should be baked at 160 degrees to 175 degrees Fahrenheit from 2½ to 3 hours.

METAL FURNITURE BAKING

A high-grade baking varnish for use on metal furniture. It is very elastic and durable. Should be baked at 215 degrees to 225 degrees from 4 to 5 hours.

WHITEST ENAMEL BAKING (INTERIOR)

A white, elastic, durable varnish, intended for use over white and the most delicate tints which are not subjected to exterior wear; especially adapted for such work as furniture, novelties, etc. Should be baked over white at 140 degrees to 180 degrees Fahrenheit from 2½ to 3 hours. Over tints at 150 degrees to 170 degrees Fahrenheit from 2 to 2½ hours.

DRIERS, ASPHALTUMS AND BRONZING LIQUIDS

WHITE LIQUID DRIER

The strongest and most powerful White Liquid Drier that can be made from the best obtainable materials. It is unequalled for drying and mixing qualities. It will dry linseed oil perfectly, when mixed in the proportions of about one gallon of drier to twenty gallons of oil. This drier will mix with oil without any indications of curdling or separation, and will not affect the most delicate shades or tints.

HERCULES DRIER

A pale high-grade drier of exceptional strength. It mixes readily with oil and will not curdle or separate. Will dry paste fillers promptly and perfectly. Owing to its heavy body, good color and great drying strength, it is the most economical for the master painter, also furniture and manufacturing trades.

DRY-O-NITE

The master painters' ideal drier; the only perfectly safe drier for general use. It mixes readily with oil, paints, etc., will not separate, precipitate, burn, saponify or curdle, but thoroughly dries oil, paint, etc., leaving an elastic, smooth and wear-resisting surface. Unlike most driers, the painting materials to which it has been added as directed, will dry perfectly from the inside out, thus entirely precluding the possibility of surface drying. There is no drier made which will more readily and thoroughly mix with linseed oil and oil paints without separation, and is the most economical drier that can be purchased.

JAPAN DRIER

A strong, economical drier in no way to be compared with the cheaper qualities offered by others under a similar name.

FINEST TURPENTINE ASPHALTUM

A strictly pure turpentine asphaltum. Made from the finest black asphaltum and pure spirits turpentine. The best asphaltum varnish that can be produced.

No. 1 ASPHALTUM

A very good and easy-working black varnish. Has good body, is very black and elastic.

"A" ASPHALTUM

A heavy-bodied black varnish, which can be thinned with benzine for dipping work. Does not grow brittle like cheaper grades.

No. 1 BRONZING LIQUID

A bronzing liquid of the highest quality, which possesses no offensive banana-like odor. It can be used with the finest bronzes and should command a large output with high-grade trade where a superior quality is demanded.

No. 2 BRONZING LIQUID

A satisfactory article which, like the above, is free from any objectionable odor, works well and dries with a good lustre.

No. 3 BRONZING LIQUID

A competitive article equal to any similar goods on the market.

ALUMINUM BRONZING LIQUID

A highly satisfactory bronzing liquid for use in mixing dry aluminum.

FLAT DRYING OR DULL FINISH VARNISHES

VELVET FINISH No. 7539 (PIGMENT)

A varnish specially intended as a last or finishing-coat on medium grade interiors in imitation of a rubbed finish. It is free-working and dries in 36 to 48 hours with a soft, velvety finish, closely resembling rubbed work, thereby saving the labor of rubbing necessary in the use of ordinary varnishes.

VELVET FINISH No. 1044 (CLEAR)

The same character of varnish as Velvet Finish (Pigment), except that it is clear and does not carry any pigment. Its use will produce the same character of finish as above, being exceptionally waterproof and well suited to all grades of furniture and finished woodwork.

CARRIAGE VARNISHES—BODY FINISHING

WHITEST BODY FINISHING

Absolutely the palest and highest grade body finishing varnish, unsurpassed for durability, transparency, depth of finish, also working and flowing qualities. For use as a final coat for highest grade of work on bodies over white and the most delicate colors. Also highly recommended for use over all other colors, as its transparency brings out the full rich tone of the color which is so desirable. Under favorable conditions, it dries dust-free in 6 to 8 hours, hard in about 3 days. One coat flowed on over Whitest Body Rubbing results in a full, well rounded out finish.

WEARING BODY FINISHING

A pale varnish of exceptional brilliancy for finishing coats on best work where extreme durability is required. It is sufficiently pale to permit of use over light and delicate colors. On account of its very easy-working and flowing qualities, ample time is afforded to secure a perfect job on the largest panels. For best results, we recommend one coat over Extra Pale Body Rubbing. Dries dust-free in 6 to 8 hours and hard in about 2 days.

CARRIAGE BODY FINISHING

As pale in color as Wearing Body Finishing, and designed particularly for one-coat finishing. Has excellent body, works and flows very freely under the brush, and dries with a full, rich, well rounded out finish. Under favorable conditions, will dry dust-free in 8 to 10 hours and hard in about 2 days.

CARRIAGE VARNISHES—GEAR FINISHING

WHITEST GEAR FINISHING

Superfine quality for use over white and delicate colors. In point of color, is similar to our Whitest Body Finishing. As a pale gear finishing, it surpasses all others for color, brilliancy, working, flowing and durability. It is designed for use on running parts of high-grade work. Intended for use over Color Varnish or our Whitest Gear Rubbing. Under favorable conditions, will dry dust-free in 4 to 5 hours, to handle in 24 hours, and hard in about 2 days.

ELASTIC GEAR FINISHING

Unquestionably the highest grade all-around gear finishing varnish made. Not quite as pale in color as Whitest Gear Finishing. It is unexcelled from the standpoint of lustre, durability, working and flowing qualities. Under favorable conditions, will dry dust-free in 6 to 8 hours, and hard in about 2 days.

PALE PERFECTION GEAR

A very pale, durable, elastic finishing varnish for running parts on a good grade of work over delicate colors, and on account of color, unusual working and flowing qualities, body and rich lustre, it is the selection of many carriage and automobile shops. Will dry dust-free in about 6 hours, hard enough to handle in 36 hours, and hard in 2 days.

HARD-DRYING GEAR

A very durable, hard-drying varnish, medium pale in color, excellent body; works freely and flows out perfectly; dries overnight with a rich, high lustre. This is a varnish that we can recommend highly. Dries dust-free in 5 to 6 hours and hard in 2 days.

EXTRA PALE EXPRESS COACH

A pale, durable varnish, very elastic. Has excellent body, works and flows freely on large surfaces; and is especially adapted for use on express and delivery-wagons, the gears of which are subjected to the hardest usage. Dries dust-free in 6 to 8 hours, hard enough to handle in 36 to 40 hours.

WAGON COACH

A very durable finishing varnish for wagons and repair-work. It is light in color, has good body and lustre, works freely and dries dust-free in about 6 to 8 hours, hard in 2 days.

RUBBING

WHITEST BODY RUBBING

Designed for use under Whitest Body Finishing on finest grades of work over white or delicate colors. Particularly commendable and universally used on the darker shades, as this varnish will avoid any discoloration and bring out to the best advantage the full, rich tone of the color. Very elastic, dries dust-free in 6 to 8 hours, and hard to rub, without sweating, in 36 to 48 hours.

EXTRA PALE BODY RUBBING

A very high grade rubbing, extremely pale in color, works easily and levels perfectly; very elastic; dries dust-free in 4 to 5 hours and hard to rub in 2 to 3 days, without danger of sweating.

PALE QUICK RUBBING

A pale, Quick Rubbing Varnish of dependable quality. Used for quick work, flows and works freely, can be rubbed in 36 to 48 hours without danger of sweating.

QUICK-RUBBING

A very quick rubbing varnish, medium in color, so designed that it can be rubbed in 24 to 36 hours and retain its full measure of elasticity and durability. A splendid general purpose rubbing; under favorable conditions can be rubbed in 24 to 36 hours.

GEAR RUBBING

Intended for use on gears on medium and cheaper grades of work. Medium in color, works freely, flows nicely; dries dust-free in 4 hours and hard to rub in 2 days.

JAPANS AND DRIERS

GOLD SIZE JAPAN

This is a superior, pale, heavy bodied article, is very economical, owing to its strength, and is perfectly safe to use with any mixture. It is a binder which can be used with delicate colors without injury to them. It will properly harden rough stuff and facilitate the drying of all under-coats; it is safe and certain.

IMPERIAL COACH JAPAN

Will dry oil in from 12 to 18 hours, and by itself on glass becomes dust-free in 20 minutes. It does not become brittle, and is an absolutely satisfactory article for use in carriage or car-shops. In the manufacture of rough stuff, it shows a remarkable tendency to hold the filler in suspension indefinitely, and it is so uniformly elastic that it prevents cracking of the under-coats.

COACH-PAINTERS' JAPAN

This is specially prepared for coach-painters' use. A thoroughly reliable article for the preparation of all under-coatings. Will be found economical and always uniform.

DRYING JAPAN

A reliable article at a moderate price designed to meet the needs of the coach and carriage-painter. Well adapted for use in repair-shops.

CONFIDENTIAL VARNISH PRICES

FOR MANUFACTURERS' TRADE

NET PRICES TO LARGE CONSUMERS ONLY

PIANO POLISHING VARNISHES

	1s	5s	Barrels
	B	B	B
Zanzibar Piano Polishing.....	3 65	3 50	3 40
Crystal Piano Polishing.....	3 00	2 90	2 75
Quick Transparent Polishing.....	3 00	2 90	2 75
Pale Piano Polishing.....	2 50	2 40	2 25

RUBBING AND POLISHING VARNISHES

White Maple Polishing.....	3 75	3 55	3 40
Quick Transparent Polishing.....	3 00	2 90	2 75
Heavy Pale Polishing.....	2 00	1 80	1 65
Fine Cabinet Polishing.....	2 25	2 15	2 00
Amberlac.....	1 85	1 70	1 60
Tripolac.....	1 80	1 65	1 50
Extra Quick Furniture Rubbing.....	1 60	1 45	1 30

CABINET OR GLOSS FINISHING VARNISHES

Bar-Top Finish.....	2 50	2 40	2 25
Extra Elastic Coach.....	2 45	2 30	2 15
Heavy Cabinet Finishing.....	1 70	1 55	1 40
White Reed Finishing.....	1 45	1 30	1 15
Extra Pale Coach.....	1 45	1 30	1 15
Furniture Coach No. 921.....	1 35	1 20	1 05
Free-Flowing Coach.....	1 30	1 15	1 00
Quick-Drying Coach.....	1 35	1 20	1 05
Transparent Coach.....	1 30	1 15	1 00
Pale Novelty Finishing.....	1 30	1 15	1 00
Chair Coach.....	1 30	1 15	1 00
Hard-Drying Coach.....	1 20	1 05	90
Hard-Drying Trunk.....	1 20	1 05	90

FIRST-COATERS, CLEAR

Mission-lac.....	1 60	1 45	1 30
Pale First-Coater No. 1057.....	1 35	1 20	1 05
Hard-Drying Coater No. 361.....	1 35	1 20	1 05
Hard-Drying First-Coater No. 1081.....	1 25	1 10	95

PIGMENT SURFACERS

No. 1 Flint Surfacers.....	1 30	1 20	1 10
Pale Flowing Surfacers.....	1 10	1 00	90
Golden Oak Surfacers.....	1 30	1 20	1 10

MIXING VARNISHES

Extra Pale Mixing.....	2 25	2 10	1 90
Medium Mixing.....	2 15	2 00	1 85
Mixing "A".....	1 50	1 30	1 10
Pale Mixing.....	1 60	1 40	1 20
Pale Implement Mixing.....	1 35	1 15	95

ADVANCE IN SHELLAC PRICES

Effective January 1st, 1916.

Recent advances in the cost of shellac gum and alcohol make an immediate advance of 15¢ per gallon necessary. The following prices will, therefore, apply:

			1s	5s
Pure White Shellac, 01027, out 5½ lbs.			1.85	1.60
Pure Orange " 01020 " 4½ "			1.60	1.55
Pure White " 01015 " 4½ "			1.50	1.45
#1 Orange " 01022 " 4½ "			1.30	1.25

On large business to painting contractors, etc. you are at liberty to make the following net prices subject to no further discount:

			Bbls.
Pure White Shellac, 01027			1.30
Pure Orange " 01020			1.25
Pure White " 01015			1.15
#1 Orange " 01022			1.05

On the shellacs put up in packages from quarts downward, you are at liberty to quote the following prices, also subject to an extra discount of 15% to jobbers:

			1/4s	1/8s	1/16s	1/32s
Pure White Shellac, 01015, out 4½ lbs.			1.85	2.10	2.35	2.70
Pure Orange " 01012 " 3½ "			1.60	2.05	2.30	2.65
No. 1 White " 01017 " 4 "			1.70	1.95	2.20	2.55
No. 1 Orange " 01018 " 4 "			1.60	1.85	2.10	2.45

Please place this in your price list immediately and destroy all former Shellac prices.

O.A.H. 12-27-15.

ENGINE AND MACHINERY FINISHING VARNISHES

	1s		5s		Barrels
	B		B		R
Hard Machinery Finishing.....	2 10		1 90		1 75
Pale Machinery Finishing.....	1 85		1 70		1 55
Engine Finishing.....	1 80		1 65		1 50

WAGON AND IMPLEMENT VARNISHES

Extra Pale Agricultural Coach.....	1 55		1 40		1 25
Durable Wagon Finishing.....	1 55		1 40		1 25
Elastic Implement Coach.....	1 25		1 10		1 00
Pale Durable Implement Coach.....			95		80

REFRIGERATOR VARNISHES

Elastic Refrigerator Coach.....	1 80		1 65		1 50
Refrigerator Coach No. 1009.....	1 35		1 20		1 05

WATERPROOF, SPAR AND EXTERIOR VARNISHES

Heavy Washing-Machine Coach.....	1 35		1 20		1 05
Canoe Spar.....	2 00		1 90		1 75
Pale Waterproof Coach.....	1 15		1 00		85

BAKING VARNISHES

Extra Pale Enamel Baking (Exterior).....	3 95		3 80		3 65
Pale Enamel Baking (Exterior).....	3 45		3 30		3 15
Enamel Baking (Exterior).....	2 10		1 90		1 75
Metal Furniture Baking.....	2 45		2 30		2 15
Whitest Enamel Baking (Interior).....	2 00		1 80		1 65

CONFIDENTIAL PRICES OF CARRIAGE VARNISHES

NET PRICES TO LARGE MANUFACTURERS' ONLY

BODY FINISHING VARNISHES

	1s	B	5s	B	Barrels	B
Whitest Body Finishing.....	5.50	4 25	5.50	4 10	.....	.....
Wearing Body Finishing.....	5.15	4 00	5.15	3 85	.....	.....
Carriage Body Finishing.....	4.25	2 50	4.25	2 35	.....	.....

GEAR FINISHING VARNISHES

Whitest Gear Finishing.....	3.60	3 75	3.60	3 50	.....	.....
Elastic Gear Finishing.....	3.75	3 00	3.75	2 85	.....	2 75
Pale Perfection Gear.....	3.80	2 75	3.80	2 65	.....	2 35
Hard-Drying Gear.....	3.70	2 00	3.70	1 85	.....	1 75
Extra Pale Express Coach.....	3.25	2 50	3.25	2 35	.....	2 25
Wagon Coach.....	3.50	1 80	3.50	1 70	.....	1 60

RUBBING VARNISHES

Whitest Body Rubbing.....	3.50	3 50	3.50	3 35	.....	.....
Extra Pale Body Rubbing.....	3.50	2 50	3.50	2 35	.....	.....
Pale Quick-Rubbing.....	3.50	2 00	3.50	1 85	.....	1 75
Quick-Rubbing.....	3.50	2 00	3.50	1 85	.....	1 75
Gear Rubbing.....	3.50	1 60	3.50	1 50	.....	1 35

JAPANS AND DRIERS

Gold Size Japan.....	2.35	2 35	2.35	2 20	1 75	1 85
Imperial Coach Japan.....	1.95	1 95	1.95	1 85	1 75	1 75
Coach-Painters' Japan.....	1.70	1 70	1.70	1 60	1 50	1 50
Drying Japan.....	1.55	1 55	1.55	1 45	1 35	1 35

DRIERS, ASPHALTUMS AND BRONZING LIQUIDS

White Liquid Drier.....	1 35	1 35	1 25	1 15	1 15	1 15
Hercules Driers.....	1 45	1 45	1 35	1 25	1 25	1 25
Dry-o-nite.....	85	85	75	70	70	70
Japan Drier.....	80	80	70	60	60	60
Finest Turpentine Asphaltum.....	1 40	1 40	1 30	1 20	1 20	1 20
No. 1 Asphaltum.....	85	85	70	50	50	50
"A" Asphaltum.....	75	75	60	50	50	50
No. 1 Bronzing Liquid.....	1 65	1 65	1 55	1 50	1 50	1 50
No. 2 Bronzing Liquid.....	1 00	1 00	95	90	90	90
No. 3 Bronzing Liquid.....	85	85	80	70	70	70
Aluminum Bronzing Liquid.....	80	80	70	60	60	60

FLAT-DRYING OR DULL FINISH VARNISHES

Velvet Finish No. 7539 (Pigment).....	2 25	2 25	1 75			
Velvet Finish No. 1044 (Clear).....	1 85	1 85	1 75			

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BLACK BAKING JAPAN 0760.

This is a new Black Japan that Mr. George has perfected; we are securing some mighty good business on it from several large manufacturers here in the east, and are now prepared to offer it to the trade in general.

It is designed primarily for small work, such as hardware specialties, wire springs, etc., although it can be used on large surfaces, except extremely large sheets where something longer in oil and having greater flowing properties, would be required.

This Japan will stand from 50 to 100% reduction with benzine depending upon the character of the article to be finished, and the results desired and the baking time and temperature employed. The American Steel & Wire Company reduce it at the rate of three parts of Benzine to one part of Japan and bake 45 minutes at 450 degrees, which gives very good results in one coat, although on very high grade work they apply two.

This high temperature will cause a Japan to bake out Black even though it may appear to be brown when placed in an oven, and it will also change the color of bright steel to blue steel, which helps in the covering, and this is one of the important points in securing best results at the lowest cost and in the shortest time; although the goods will bake very nicely in three hours at 350 degrees, and in either case produce a very tenacious, tough, elastic, high gloss finish, and under the knife will peel off like an oil paint, showing the extreme tenacity and elasticity. Furthermore, it is absolutely oil proof.

Prices will be as follows, based on barrel packages, f.o.b. Newark.

Black Baking Japan, Rx 0760.

1's		5's		Bbls.	
A	B	A	B	A	B
60¢	70¢	50¢	60¢	40¢	50¢

These prices will apply to open business, and for large contracts where it is necessary to quote lower, special prices will be given, depending upon the quantities involved and the cost prevailing at the time contract is made.

This will enable you to go out and clean up this low priced Black Baking Japan business, and would like to get it going with every possibility in the district as soon as possible, as it certainly is a "bummer".

REVISED PRICES ON SPECIAL VARNISHES
May 27th, 1913.

SPECIAL HARD OIL 0309

Bbls.	5s	1s	$\frac{1}{2}$ s	$\frac{1}{4}$ s
.70	.80	.90	1.00	1.15

SOVEREIGN HARD OIL 0367

Bbls.	5s	1s	$\frac{1}{2}$ s	$\frac{1}{4}$ s
.65	.75	.85	.95	1.05

20th CENTURY HARD OIL 0399

Bbls.	5s	1s	$\frac{1}{2}$ s	$\frac{1}{4}$ s
.65	.70	.80	.90	1.05

PALE LUSTRAL COACH VARNISH 01141
Formerly NV 51

Bbls.	5s	1s
.65	.70	.80

SPECIAL INTERIOR VARNISH 01167

Barrels ----- .57

No smaller sizes will be sold.

In steel drums deduct 2¢ from barrel prices.

YELLOW PINE SEALER

Some manufacturers of wooden specialties, particularly the implement manufacturers, who have been accustomed to carry through their work with a coat of primer, a coat of color, and a coat of clear finishing varnish, have been making every effort to decrease the cost of finishing, and at the same time secure results which would be equal or at least closely approximate - the results obtained by this three coat method.

Naturally a varnish color is the most logical substitute, and to meet these requirements we have made up the Tartar Red Varnish Colors Rx 14906-7-8, as listed in the price book, and although these goods cover well and produce a high gloss, durable finish, in many cases the lumber was of such poor quality and the absorption so great that the finish was not uniform.

In order to overcome this condition we have made up a special colorless liquid which will be known as Yellow Pine Sealer Cx 2227. It is supplied in a consistency about ready to dip, although it can be reduced slightly if desired and Benzole should be used. The "A" price will be 80¢ per gallon in drums.

We want to get behind it and push it with the implement manufacturers and similar trade where we are either getting none or all of the business. That is, we don't want to sell this and Color Varnish and cut ourselves out where we are selling Primer, Color and Color Varnish, but push it especially with implement manufacturers where we are not securing the varnish business.

I would recommend a coat of this Sealer and a coat of the color varnish, which would virtually give us the Primer business, the color and the varnish. We can stand in back of the Tartar Reds as being a thoroughly durable, high gloss paint, and the results will be fully equal to those generally obtained with a coat of color and the cheap implement varnishes. The drying is slower than our Lustral Enamels due to the fact that we use a longer oil varnish to secure the desired durability, and 48 hours should be allowed for thorough drying.

Philadelphia

January 23, 1915

C P Jarden

Rossell & Bros. Co.,
Philadelphia.

1-20-15

CPJ

For their Rubbing & Polishing Varnish we recommend by all means our 0860 New, which you can sell at \$1.25 and which under ideal drying conditions can be recoated in 24 hours, rubbed and polished in 48 hours.

We have done a great deal of work during the past six months or more in developing this Chair Rubbing & Polishing to a point where it will take care of all of the requirements made of it and having supplied some of the 0860 New to three or four of our larger and more particular chair accounts, have been gratified in getting their recommendation and their statement that it is the best we have ever supplied them.

0860 dries better than 0835 and we would not recommend the latter for chair work.

For a 65¢ Chair Coach to be used one coat over shellac and to dry sufficiently hard to wrap the next day, we suggest our Chair Coach 0881 as listed on the bottom of page 25 in the "Varnish Efficiency" booklet.

Yours very truly,

O. A. Haase,

PFK-M

Manager

(Signed) P. F. Kinnison

0007-SWP-000010508

RAILWAY SALES
DEPARTMENT

0007-SWP-000010509

February 15, 1916

Subject: Locomotive Black Varnishes

EASTERN EDITION

On page 414 of our Railway Price List we list Durable Engine Finish, and in order that you may be thoroughly posted with regard to our line of Locomotive Black Varnishes, I am giving you below a list of them, with descriptions. Our line of Locomotive Varnish Blacks meets all conditions and demands, and we wish you to familiarize yourself with each one of the products and not fail to present the line to every Railway Account that you have.

DURABLE ENGINE FINISH BLACK, Rx 520. \$2.50 per gallon

This is a dense, jet black varnish, heavy in body and of great durability, designed for painting locomotive tenders, tanks, domes, etc., and is used where clear finishing varnish is not used. It represents the very finest quality that we can offer.

SPECIAL ENGINE FINISH BLACK, Rx 6783. \$1.75 per gallon

This has always been regarded as our Standard No. 2 Locomotive Black. It has good color, good working, strong drying and has very good enduring qualities, considering the drying time and cost. It is quicker in drying than Rx 520. For best results should be varnished over.

ELASTIC LOCOMOTIVE BLACK VARNISH. Rx 17439. \$1.50 per gallon

This is a medium drying Locomotive Black, but considered from the standpoint of working and endurance, it is probably the most satisfactory Black that we have ever put out. It is very black, of good body, good gloss and dries well. This Black covers solid, one coat, over any color and will not turn white when subjected to moisture, which is an important feature for locomotive work. It need not be varnished over, but may be if desired.

QUICK-DRYING LOCOMOTIVE BLACK, Rx 17083. \$1.50 per gallon

This Black is similar to Elastic Locomotive Black, except that it is quicker in drying, and it dries a little harder. In making these modifications it is necessary to sacrifice somewhat the enduring qualities which Elastic Locomotive Black possesses. Quick-Drying Locomotive Black, however, is an exceptionally good Black. It dries to recoat overnight.

TRUCK AND FRAME BLACK, Rx 7498. \$1.00 per gallon

This is one of our old stand-bys and has been sold for many purposes for locomotive painting. It has been sold for trucks and frames and for use on all parts of locomotives, and has given universal satisfaction. Where Truck and Frame Black, 7498, is too slow in drying, you may, with safety, recommend 14099, which is a modification of 7498, having been made to dry quicker to meet demands of those who require quicker drying.

Yours very truly,

Bulletin No.

February 25, 1916

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Subject Changes in Prices and Rx Numbers

EASTERN

Please refer to the Railway section of your price-list and make notation of the following prices and changes effective immediately:

Discontinue Old Dutch Railway Enamel Chrome Yellow Orange, Rx 6692 Page 406, and substitute therefor, Big Four Yellow, Rx 6695. This is shown in the new Old Dutch Railway Enamel color-card as Traction Yellow-Orange.

Change the Rx for Old Dutch Railway Enamel Cream Color from 6688 to 6686. Change the name of Old Dutch Railway Enamel Straw Color to Canary.

Old Dutch Railway Enamel Striping Colors, Page 406. The correct Rx for Imitation Aluminum is 1438 and the correct Rx for Mahogany is 4022. Please see that these are so entered in your list.

Railway Standard Car Body Color, Pennsylvania Railroad Standard Tuscan Red, new price - 30¢ per pound. Refer all orders for this to headquarters.

Street Railway Car Body Color No. 569, Page 407, Rx 8826, new price - 55¢ per pound.

P M Gloss Reducer 0368, listed on Pages 408 and 409 under Railway Truck & Platform Colors, and Floor Paint Gloss Reducer 0368, listed under Street Railway Floor Paints, Page 409, new prices:

5s	Ebbls.
65¢	60¢

Linsoline, 01243, Page 412, new prices:

Ebbls.		Drums	
"A"	"B"	"A"	"B"
62¢	65¢	60¢	63¢

Perfect Method Paint Oil, 01121, Page 429, new prices:

50¢	53¢	47¢	50¢

No. 12 Paint Thinning Oil, 0212, new prices:

42¢	45¢	39¢	42¢

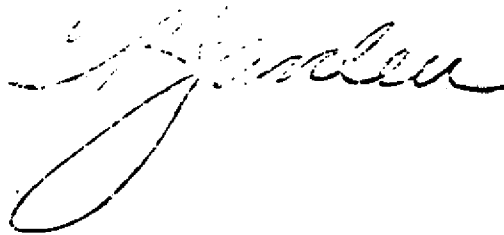
Packing-house Whites, new prices:

	Ebbls.	
	"A"	"B"
No. 2401 Packing-house Flat White	1.20	1.35
No. 2402 Packing-house Flat White	1.30	1.45
No. 2403 Packing-house Flat White	1.55	1.70
No. 2404 Packing-house Gloss White Enamel	1.50	1.65

A recent bulletin advanced the price of Standard Station Paint No. 2629, Rx 462 on Page 416, to \$2.15 per gallon. This was in error and the advance should have covered Standard Station Paint No. 2512, Rx 362, the price of which is now \$2.15.

It is very important to see that all these prices are put into effect immediately and that all further orders for these goods be billed at these new prices.

Yours very truly,

A handwritten signature in cursive script, appearing to read "J. H. H. H.", is written in dark ink.

RAILWAY SALES Department

in No. 461

November 18, 191

ct Advance in prices. For

Owing to the advance in raw materials and to conform to the advance in parallel lines announced in general bulletin, effective November 13th, the following products in the Railway, Street Railway and Marine lines are advanced, effective immediately.

Railway Floor Paint, p. 409, advanced 10¢ per gal. - price now, 1's \$1.40; 5's \$1.35.

For Railway business ONLY this advance does not cover #2565 Red and #687 (Rx453) nor Rx 9965, Semi-Paste Floor Paint Red. These prices remain as before.

Standard Station Paints, p. 416, and Special Station Paints, p. 416, advanced 15¢ per gallon, making base price on the Standard Station Paint Colors \$1.65, White \$1.70 and base price on Special Station Paint White and regular colors \$1.40. Dark colors \$1.15.

Railway Flat-Tone, p. 417, advanced 15¢ per gal., making base price now \$1.55.

Standard Signboard White, p. 481 (Rx471) advanced 15¢, price now \$1.70

Standard Refrigerator Car Color,

#2500, White (Rx471) p. 411	advanced 15¢,	price now \$1.70
#2512, Green (Rx362) p. 411	" 15¢	" " 2.05
#2550, Blue (Rx381) p. 411	" 15¢	" " 1.75

Railway and Street Railway Roof Paint, p. 410, #650, White (Rx471) advanced 15¢, price now \$1.70.

Central Atlantic Division

Bulletin No. 54

2-17-14

191

Subject Canvas Roof Paint for cars For Mr. Larkins

Car companies have always had more or less trouble with canvas roofs cracking, due principally to the fact that when the canvas is laid it is not properly handled.

We are supplying a Canvas Roof Primer to a number of companies, which has given very good results and seems to meet all requirements. This is known as Canvas Roof Primer Rx 15506.

It is customary to lay the canvas roof in White Lead, but we recommend that it be laid dry and a liberal coat of our Canvas Roof Primer applied. This will keep the canvas soft and pliable and while the succeeding coats of paint may crack, they will not effect the canvas.

As ordinary roof paints dry very hard, we recommend the following for this purpose:

Canvas	Roof	Paint	Brown	#5993
"	"	"	Black	#5891
"	"	"	Green	#15485

Price on this paint is \$1.25 in barrels;
\$1.30 in 5s and 1s.

Yours very truly,

Garden
Sales Manager.

CPJ-C

Sales Manager.

Atlantic Coast District

R. R. Bulletin #57

July 21st, '15.

Railway Old Dutch Enamel

For Mr. A. Larkins

There has been a demand among various railways and street railways for a Finishing Enamel for equipment that would possess greater durability than the Japan Colors or Varnish Enamels and Finishing Varnishes, and to meet this demand we have developed Railway Old Dutch Enamels.

You are familiar with the excellent qualities represented in our regular Old Dutch Enamel. The railway goods possess the same excellent qualities, and we recommend their use as follows:-

The Undercoatings should be brought up with Modern Method System, consisting of a coat of M M Primer, which on wood should be tempered with S-W Elastic Reducer. Hard Putty the second day, and apply a coat of M M Car Surfer the third day. On the fourth day apply one coat of M M Knifing Coat. On the fifth day sand, cleaning off carefully to remove all grit left from the sanding. Then apply first coat of Old Dutch Railway Enamel reduced 20 to 25% with Pure Spirits of Turpentine. Allow 24 hours for drying, and apply the second coat of Railway Old Dutch Enamel full body just as it comes from the can. Allow 48 hours for drying, then apply the Striping Color.

The Striping Colors are Old Dutch Enamel in heavy consistency, furnished in tubes, and should be reduced to brushing consistency with Pure Turpentine. If two coats of Striping are necessary, apply the second coat 24 hours after the first coat has been applied. These instructions should be followed closely. The first coat of Enamel in 24 hours will appear tacky, and the painters who have always guarded against applying a second coat over a tacky first coat will feel that it is not dry enough to coat over safely, but this is not the case with Old Dutch Enamel, and the second coat must be applied within 24 hours for satisfactory results. The object of allowing 48 hours between the second coat and the striping is so that the Enamel may not be soft enough to show impressions of the hand or striping stick.

Old Dutch Enamel should be applied with a half-elastic chiseled bristle varnish brush, and a liberal coat should be applied. The brush should then be wiped out as dry as possible, the Enamel should be crossed, and then laid off carefully. If any attempt is made to skin the coating, unsatisfactory results will follow. In laying off or crossing this Enamel, after a generous coat has been applied, the brush should be drawn through the Enamel coating slowly, for if any attempt is made to work it rapidly, as is done in applying Finishing Varnish, the results will surely be very unsatisfactory. When a painter becomes familiar with the actual working qualities of Railway Old Dutch Enamel, he will have no difficulty whatever in producing a satisfactory job.

I want to say again that it is very important that you impress the painter with the fact that the second coat of Old Dutch Enamel be applied as per our instructions, even though the first coat appears too tacky. Old Dutch Enamel is a strictly oil enamel, does not contain any gum and after a year's service will present a far better appearance than will the car finished with a Finishing Varnish.

0007-SWP-000010515

We advise that cars finished with Old Dutch Enamel should not be washed for about four weeks, so as to give the Enamel time to become thoroughly hardened, which will insure much better wear. This is especially desirable in using the dark colors.

Old Dutch Railway Enamels are furnished in :

Pullman Standard Green
Traction Green
Permanent Tuscan Red
Traction Red
Chrome Yellow, Light, Medium & Orange
Straw Color
Cream Color
White (for headlinings)

Special shades to match Railway Standards made to order in 6 gallon lots or over.

Old Dutch Enamel Striping Colors are furnished in

Imitation Gold
Imitation Aluminum
Tuscan Red
Mahogany
Black
Traction Red

We believe there is a mighty good field for the sale of this Enamel, and we hope to see you develop some business on this line.

Yours truly,


E. J. McHenry
S. M. Sales Department

OET-EL
EB

Bulletin to full list
Copy to Sales Mgrs, P.L. McHenry,
OET-HDW

are used as color coats, two coats of Q D Car Body Color should be applied, over which apply the one coat of Enamelastic Color Coat

The time of this schedule enables you to get the car out, without crowding the shop, in about eleven to thirteen days, which is soon enough for most shops. However, should demand compel a shorter period, you can reduce the time of schedule by applying the 3rd and 4th operations in one day, by putting on a working force sufficient to apply the one, the first hour or hour and a half in the morning, and the other before closing time at night, which will allow from seven to eight hours between applications. The same with the 6th and 7th operations. Where Knifing Coat is used, as little dry sanding is required, that the 5th, 6th and 7th operations can be done in one day. The 8th and 9th operations can also be done in one day, thereby cutting down the time of schedule four days, WITH SAFETY, making the minimum time of schedule for solid Car Body Colors, seven days.

ON CARS THAT ARE TO BE SHOPPED, WHERE THE SURFACE
IS CRACKED AND DISINTEGRATED, ~~DO NOT~~
SUFFICIENT TO BURN OFF

Clean surface thoroughly and sandpaper off the old varnish and remove all loose paint. Apply thin coat of M.M. Car Primer, hard putty screw and nail holes, bruised spots and bare places, and apply M.M. Knifing Coat, Sand, and carry on the work as outlined in the "New and Burnt Off Schedule" from the 6th Operation on.

CARS WITH SURFACE IN GOOD CONDITION THAT
WOULD ONLY REQUIRE A COLOR COAT.

Clean surface thoroughly and sandpaper off the old Varnish. Touch up, the screw and nail holes, bruised spots and bare places, with M.M. Car Primer, hard Putty screw and nail holes and the deep bruised spots. Knife over the remaining bare places, smooth off, touch up these places with Q D (Flat) Car Body Color and apply one coat Enamelastic Color Coat, Stripe, letter and number, and apply two (2) coats of Finishing Varnish.

IMPORTANT INFORMATION

Modern Method Car Primer Light or Dark, AS IT COMES FROM THE CAN IS INTENDED FOR STEEL SURFACES, and with the addition of our Elastic Reducer, it is tampered to suit the different new and burnt off wood surfaces. See instructions on Car Primer can, which read as follows:-

"On new soft wood, add about three pints Elastic Reducer to one gallon Primer. On new hardwood and on old painted and burnt off surfaces, add about two pints Elastic Reducer to one gallon of Primer." On Metal surfaces apply M.M. Primer as it comes in the can.

Care should be taken to brush the Primer THOROUGHLY into and around all cracks, screw and nail holes, etc.

Yours truly,


R.H. Smith, Dept.

DET-FL
EB

0007-SWP-000010517

July 30, 1915.

Subject.- Efficiency Information on Modern Method System of Car Finishing. Per Mr. A Larkins

Possibly you have forgotten some of the information we have sent you from time to time on Modern Method Finishes. We want you to have full and complete information, so that you will be thoroughly posted, and be able to take up Modern Method Finishes convincingly and thoroughly with your trade, and we give you the following information, which we hope will serve the purpose.

**SCHEDULE FOR EITHER NEW OR BURNT OFF WORK ON CAR BODIES,
FOR SUCH COLOR COATS AS SOLID REDS, GREENS,
PULLMANS, DARK BUFFS AND ORANGES.**

- 1st Operation - One coat of Modern Method Car Primer Light or Dark
- 2nd " - Hard Putty - Screw and nail holes, bruises, etc.
- 3rd " - One coat of Modern Method Car Surfacer Light Dark or Red
- 4th " - " " " " " Knifing Coat " " " "OR
" " " " " Car Surfacer " " " "
- (Optional with the Railway Paint-Shop)
- 5th " - Sand
- 6th " - One coat of Q.D. (Flat) Car Body Color
- 7th " - " " " Enamelastic Color Coat or one coat of Flat Color
- 8th " - Pounce Surface - Letter, stripe, etc
- 9th " - One coat of S-W Enamelastic Finishing Varnish
- 10th " - " " " " " " "

NOTE: Only five (5) coats paint material and two (2) coats Varnish used in this schedule.

For the 1st and 2nd Operations, 48 hours should be allowed by applying Car Primer one day and Hard Putty the next. All other operations, one each day, excepting allow one day to intervene between Varnish coats, so as to give preceding varnish coat time to harden.

In the 4th operation when the Knifing Coat is used, dry sanding is all that is necessary, as about the only sanding that will be required is to knock off the "nibs" or rough edges which the knife may leave. If the coat of Car Surfacer is applied in place of the Knifing Coat, it will be necessary to sand the entire surface of the car, in order to remove the brush-marks. In this case we recommend the use of Emery Cloth No. 1 or No. 0 and a mixture of about two-thirds Raw Linseed Oil and one-third Benzine or Gasoline (or just enough Benzine or Gasoline to prevent the oil from gumming in sanding) and wipe off grit with clean cloths, dampened with Benzine or Gasoline. However, dry sanding can be done, if preferred.

If in sanding, one should cut through the under-coatings exposing the bare steel, touch up these places with a THIN coat of S-W Co. Gold Size Japan. If the flat Car Body Color is used as the first coat of color, the flat color coat can be applied within an hour afterwards. If Enamelastic Color Coat is used in place of flat Car Body Color for first coat, touching up the bare spots with Gold Size Japan need not be done.

To obtain best results where Transparent or Semi-opaque Reds are used as color coats, in place of one coat Q D Car Body Color (6th Operation) use two coats Q D Special Red Ground, over which apply the one coat Enamelastic Color Coat. Where White, light tints and most yellows

LIST OF AUTOMOBILE MANUFACTURERS WHOM WE ARE SUPPLYING
WITH OUR MATERIALS

Pierce-Arrow Car Co. Buffalo, N.Y.	Interstate Auto Co. Evans, Ind.
Peerless Motor Car Co., Cleveland, Ohio.	Kissell Motor Car Co. Hartford, Wis.
P.B. Stearns Co. Cleveland, Ohio.	Knickerbocker Auto Works, Janesville, Wis.
The White Co. Cleveland, Ohio.	Kyberg Auto Co. A. M. M. M., Ind.
Winton Motor Car Co. Cleveland, Ohio.	Kellogg Mfg. Co. Kalamazoo, Wis.
National Motor Vehicle Co. Indianapolis, Ind.	K.S. Seaman Co., Milwaukee, Wis.
Pope Mfg. Co. Hartford, Conn.	Kendall Mfg. Co. Grinnell, Ia.
Stevens-Duryea Co. Springfield, Mass.	Kemper Cgo. Co. Chicago, Ill.
Metc Company, Waltham, Mass.	Kremer Motor Car Co. Streator, Ill.
Apperson Brothers, Kokomo, Ind.	Kremer Motor Vehicle Co. Chicago, Ill.
Austin Auto Co. Grand Rapids, Mich.	KuVerna Auto Co. KuVerna, Minn.
Bartholomew Co. Peoria, Ill.	Kilcox Motor Truck Co. Minneapolis, Minn.
Bushway Mfg. Co. Anderson, Ind.	Kerris Motor Car Co. St. Louis, Mo.
Crow Motor Car Co. Elkhart, Ind.	Kellogg Motor Car Co. Chillicothe, Ohio.
Great Western Auto Co. Peru, Ind.	Kellogg Motor Car Co. New Bremen, Ohio.
Grand Rapids Motor Truck Co. Grand Rapids, Mich.	Kellogg Motor Car Co. Detroit, Mich.
Haynes Auto Co. Kokomo, Ind.	Kellogg Auto Trimming Co. Detroit, Mich.

Adams, Lead & Color Mfg.
 X 7259 Rx Auto Panel Blue Lt. QD
 X 4130 Rx 8738 Park Lake "
 X 8612 Rx #8017 Brown "
 X 8615 Rx #8017 Brown Grd. "

Detroit White Lead Wks.
 X 8651 Rx 8577 New Tone Red D.- QD
 X 4277 Rx 8218 Coach Painters' Carmine "
 X 8834 Rx 8368 Russian Coach Py Blue M "
 Rx 4728 Purple Red D. "
 Rx 1536 Santa Rosa "

Harrison Bros.
 Rx 4628 New Idea Vermillion DD "
 X 6172 Rx ... #1793 Vermillion (Spec QD)
 X 6183 Rx " "

Heath & Milligan Mfg. Co.
 X 8621 Rx 8621 Monpareil Red QD
 X 8622 Rx E Vine Lake "
 X 8694 Rx Perm. Red "

IRIDI E PAINT CO.
 X 3728 Rx 8148 Moscow Red QD

John W. Munsie
 Rx 776 Rx "
 X 7355 Rx National Blue "
 X Rx 4184 Korrinn D. "
 X 7747 Rx English Purple Lake (Approx
 X 8241 Rx Quaker Green L QD)

X 8173

Radsworth Howland Co.
Brilliant Green

X 8690

X 8954 Rx 8844

Rx 4349

Rx 4280

Rx 4627

Rx 4728

Rx 4765

Rx 4700

Rx 8003

Rx 4581

Rx 8011

Rx 8012

X 7754

X 8413

X 4902 Rx 8279

X 5425

X 4130 Rx 8788

C.A. Willey
Royal Blue in Japan . CD

Q.D. Perm. Varn.

Sterling Red D

125 D

Electric Red D.

Agostine Red D

C.P. Red D

#769

Grosbeck

Olive L.

Olive L.

Coach L.

Purple Lake D

Coach in Red

Royal Blue

Carmine Strips

Coaching Lake

Findor & Newton

X 5592 Rx 8416

C.D. No. 1 Chr. Green

RAILWAY AND STREET RAILWAY SALES DEPARTMENT

REPRESENTATIVES' CONFIDENTIAL PRICE-LIST

P. M. Paint Oil
(61121)

BBb
"a" *"b"*
46 *49*

Quum
"a" *"b"*
44 *47*

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S-W MODERN METHOD CAR PAINTING SYSTEM

SCHEDULE FOR EITHER NEW OR BURNT OFF WORK ON CAR BODIES, FOR SUCH COLOR COATS AS SOLID REDS, GREENS, PULLMANS, DARK BUFFS AND ORANGES

- 1st Operation —One coat of Modern Method Car Primer, Light or Dark.
2nd Operation—Hard Putty, screw and nail holes, bruises, etc.
3rd Operation —One coat of Modern Method Car Surfacer, Light, Dark or Red.
4th Operation —One coat of Modern Method Knifing Coat, Light, Dark or Red.
One coat of Modern Method Car Surfacer, Light, Dark or Red.
(Optional with the Railway Paint-Shop.)
5th Operation —Sand.
6th Operation —One coat of Quick-Drying (Flat) Car Body Color.
7th Operation —One coat of Enamelastic Color Coat.
8th Operation —Pounce Surface—Letter, stripe, etc.
9th Operation —One coat of S-W Enamelastic Finishing Varnish.
10th Operation —One coat of S-W Enamelastic Finishing Varnish.

Notice—Only five (5) coats paint material and two (2) coats varnish used in this schedule.

For the 1st and 2nd operations, 48 hours should be allowed by applying Car Primer one day and Hard Putty the next. All other operations, one each day, excepting allow one day to intervene between varnish coats, so as to give preceding varnish coat time to harden.

In the 4th operation when the Knifing Coat is used, dry sanding is all that is necessary, as about the only sanding that will be required, is to knock off the "nibs" or rough edges which the knife may leave. If the coat of Car Surfacer is applied in place of the Knifing Coat, it will be necessary to sand the entire surface of the car, in order to remove the brush-marks. In this case we recommend the use of Emery Cloth No. ½ or No. 0 and a mixture of about two-thirds Raw Linseed Oil and one-third Benzine or Gasoline (or just enough Benzine or Gasoline to prevent the oil from gumming in sanding), and wipe off grit with clean cloths, dampened with Benzine or Gasoline. However, dry sanding can be done, if preferred.

If in sanding, one should cut through the under-coatings exposing the bare steel, touch up these places with a thin coat of S-W Co. Gold Size Japan, if the flat car Body Color is used as the first coat of color. The flat color coat can be applied within an hour afterwards. If Enamelastic Color Coat is used in place of flat Car Body Color for first coat, touching up the bare spots with Gold Size Japan need not be done.

To obtain best results where Transparent or Semi-Opaque Reds are used as color coats, in place of one coat Quick-Drying Car Body Color (6th operation), use two coats Quick-Drying Special Red Ground, over which apply the one coat Enamelastic Color Coat. Where White, light tints and most yellows are used as color coats, two coats of Quick-Drying Car Body Color, should be applied, over which apply the one coat Enamelastic Color Coat.

The time of this schedule enables you to get your car out, without crowding your shop, in about eleven to thirteen days, which is soon enough for most shops. However, should demand compel a shorter period, you can reduce the time of schedule by applying the 3rd and 4th operations in one day, by putting on a working force sufficient to apply the one, the first hour or hour and a half in the morning, and the other before closing time at night, which will allow from seven to eight hours between applications. The same with the 6th and 7th operations. Where Knifing Coat is used, so little dry sanding is required, that the 5th, 6th and 7th operations can be done in one day. The 8th and 9th operations can also be done in one day, thereby cutting down the time of schedule four days, with safety, making the minimum time of schedule for solid Car Body Colors, seven days.

ON CARS THAT ARE TO BE SHOPPED, WHERE THE SURFACE IS CRACKED AND DISINTEGRATED, BUT NOT SUFFICIENT TO BURN OFF

Clean surface thoroughly and sandpaper off the old varnish and remove all loose paint. Apply thin coat of M. M. Car Primer, hard Putty screw and nail holes, bruised spots and bare places, and apply M. M. Knifing Coat, Sand, and carry on the work as outlined in the "New and Burnt Off Schedule" from the 6th operation on.

CARS WITH SURFACE IN GOOD CONDITION THAT WOULD ONLY REQUIRE A COLOR COAT

Clean surface thoroughly and sandpaper off the old varnish. Touch up, the screw and nail holes, bruised spots and bare places, with M. M. Car Primer, hard Putty screw and nail holes and the deep bruised spots. Knife over the remaining bare places, smooth off, touch up these places with Quick-Drying (Flat) Car Body Color and apply one coat Enamelastic Color Coat, Stripe, Letter and Number, and apply two (2) coats of Finishing Varnish.

IMPORTANT INFORMATION

Modern Method Car Primer, Light or Dark, as it comes from the can, is intended for steel surfaces, and with the addition of our Elastic Reducer it is tempered to suit the different new and burnt off wood surfaces. See instructions on Car Primer can, which reads as follows:
"On new soft wood, add about three pints Elastic Reducer to one gallon Primer. On new hardwood and on old painted and burnt off surfaces, add about two pints Elastic Reducer to one gallon of Primer." On metal surfaces, apply M. M. Primer as it comes in the can.
Care should be taken to brush the Primer thoroughly into and around all cracks, screw and nail holes, etc.

When Primers or Surfacer become too thick for easy working, due to the can standing open for any length of time, or to weather conditions, a small quantity of Spirits Turpentine, to make them work satisfactorily, should be added.

Under orange, buffs, yellows and all light tint color coats, use the Car Primer, Car Surfacer Light and Knifing Coat Light. Under red color coats, use Car Primer Dark, Car Surfacer Red and Knifing Coat Red. Under all other colors, use Car Primer Dark, Car Surfacer Dark and Knifing Coat Dark. It is much better to make Hard Putty in the paint-shop than to get it prepared by the manufacturer. Upon request we will gladly send formula for making it.
Color Hard Putty as near as possible to shade of the Car Surfacer and Knifing Coat to be used over it.

The most speedy and effective way of applying Knifing Coat is to reduce the Knifing Coat with Spirits Turpentine to as heavy a consistency as can be applied with the brush, and apply at one time, on only as much surface as can be "knifed off" readily before it sets too hard. *Where possible*, knife with the brush-marks and grain of the surface and not across them.
Although we strongly urge using Enamelastic Color Coat as the last color coat (as outlined in the schedule as the 7th operation), there is no objection to the use of a flat color coat in its place if preferred by the car painters.

Most companies allow but two coats of varnish. Three are better, especially on all new work, therefore, specifications to the car-builder on new work, should call for three coats of Finishing Varnish. In writing specifications for new equipment to be built by car-builders, we suggest specifying three (3) coats M. M. Car Surfacer, omitting the Knifing Coat, as most car-builders have not sufficient workmen trained to do Knifing Work.

Complete Outside and Inside Painting Specification Blanks for new cars will be sent by us, upon request, to any one interested

OLD DUTCH RAILWAY ENAMEL

WHAT IT IS AND DIRECTIONS FOR ITS USE

In order to meet a demand from the Railways and Traction Lines for a Finishing Enamel for Railway Equipment which would do away with varnishing and eliminate the use of the usual two coats of color and the two or three coats of varnish, we have developed our line of Old Dutch Railway Enamels and Old Dutch Railway Striping Colors. In place of the method of using color coats, followed by clear varnish, two coats only of Old Dutch Railway Enamels are required to give the most satisfactory results.

Old Dutch Railway Enamel is what is commonly known as a full oil Enamel. It contains no gum, the vehicle being a specially treated high-grade Linseed Oil.

The wearing qualities of Old Dutch Railway Enamel cannot be surpassed, and an Old Dutch Railway Enamel surface at the end of a year will present a better condition than will the highest grade clear varnish surface after the same length of time.

The following points should be followed in using our Old Dutch Railway Enamels and Striping Colors:

After the under-coatings have been applied and sanded according to the schedule of our Modern Method Car Painting System, apply the first coat of Old Dutch Railway Enamel, reduced 20 to 25 per cent with pure Spirits Turpentine, and twenty-four hours later, apply the second coat of Old Dutch Railway Enamel, the second coat to be applied just as it comes from the can.

These instructions should be followed closely. The first coat of Enamel in twenty-four hours will appear tacky, but that should not prevent the application of the second coat of Enamel. Forty-eight hours should elapse before applying Striping Color. The only reason for this, is that the last coat of Enamel may be soft enough to show impressions of the hand or the Striping stick, which would come in contact with it. Not more than forty-eight hours should elapse before putting on the Striping Color. If two coats of Striping Color are necessary, apply the second coat twenty-four hours after the first coat.

The Old Dutch Railway Enamel Striping Color is furnished in semi-paste form in tubes. The colors should be reduced with Spirits Turpentine to heavy striping consistency for striping.

The Old Dutch Railway Enamel is best applied with a half-elastic bristle chiseled brush. It should be applied heavy and then crossed and laid off by having the brush as dry (wiped out) as possible, working the Enamel slowly.

OLD DUTCH RAILWAY ENAMEL—Continued

The operations covered by these instructions are not as difficult as they may seem. By following them closely, a fine appearing, durable job will be secured.

We would advise not washing the car for about four weeks, so as to give the Enamel time to become thoroughly hardened which will insure much better wear. This is especially desirable in using the dark colors.

For under-coating work on jobs that are not burned off, follow the schedules of Modern Method Car Painting System and use the Old Dutch Railway Enamel in the same way as you would use the color coats in the Modern Method complete system. In the use of Old Dutch Railway Enamels, clear varnish is neither necessary nor advisable.

Where the Modern Method Car Primer is used on wood, it must be tempered to suit the conditions of the different surfaces with Elastic Reducer as instructed in the schedule for Modern Method Car Painting.

MATERIAL CALLED FOR IN THE SHERWIN-WILLIAMS MODERN METHOD CAR PAINTING SYSTEM

S-W Modern Method Car Primer—in 1-gallon cans.
S-W Modern Method Car Surfacer—in 1-gallon cans.
S-W Modern Method Knifing Coat—in $\frac{1}{4}$ -gallon, $\frac{1}{2}$ -gallon and 1-gallon cans.
Standard Quick-Drying Car Body Colors—in 5-pound press cans and 5, 10 and 25-pound pails.
Enamelastic Color Coat—in 1-gallon cans.
S-W Enamelastic Finishing Varnish—in 1-gallon and 5-gallon cans.
S-W Elastic Reducer—in 1-gallon cans.
Old Dutch Railway Enamel.
Old Dutch Railway Enamel Striping Colors.

ADDITIONAL MATERIAL USED IN PAINTING CARS

S-W Inside Railway Scar-not Varnish—in 1-gallon and 5-gallon cans.
S-W Car Roof Paints—in 1-gallon and 5-gallon cans and barrels.
S-W Car Floor Paints—in 1-gallon and 5-gallon cans and barrels.
S-W Standard Truck Colors—in 1-gallon and 5-gallon cans.
S-W Hand Rail Black in Varnish—in 1-gallon and 5-gallon cans.

PASSENGER EQUIPMENT

SHERWIN-WILLIAMS METHOD FOR SURFACING CARS WHERE A RUBBING SYSTEM IS DESIRED (LIQUID)

Put up in gallon cans.

S-W Wood Car Primer is intended for first coat on new wood or burnt off cars. Primer should be allowed to stand 2 days, on the second of which the car may be puttied. For steel cars and steel parts on wooden cars, use S-W Steel Car Primer or Modern Method Car Primer. Three coats of Surfacer should be applied, allowing a day for each coat. Use Surfacer, Dark, under reds, greens and all dark colors; Surfacer, Light, under yellows and light colors. This Surfacer should be sold where it is desired to rub out with brick and water.

	per gal.
S-W Co. Wood Car Primer.....	\$2 50
S-W Co. Steel Car Primer.....	2 50
S-W Co. Car Surfacer, Dark.....	2 50
S-W Co. Car Surfacer, Light.....	2 50

SHERWIN-WILLIAMS MODERN METHOD CAR PAINTING SYSTEM

Put up in 1-gallon cans, except knifing coats, which is also put up in 1/2-gallon cans.

	per gal.
Modern Method Car Primer, Light.....	\$2 50
Modern Method Car Primer, Dark.....	2 50
S-W Elastic Reducer. (The use of this in M. M. Car Primer on Wood is very important).....	2 00
Modern Method Car Surfacer, Light.....	2 50
Modern Method Car Surfacer, Orange.....	2 50
Modern Method Knifing Coat, Light (Paste).....	3 00
Modern Method Knifing Coat, Orange (Paste).....	3 00
Modern Method Car Surfacer, Red.....	2 50
Modern Method Knifing Coat, Red (Paste).....	3 00
Modern Method Car Surfacer, Dark.....	2 50
Modern Method Knifing Coat, Dark (Paste).....	3 00
Enamelastic Color Coat, Semi-gloss (Cut-In-Color) (on colors that sell under 35c lb.).....	2 75
Enamelastic Car Body Color, Full-gloss (on colors that sell under 35c lb.).....	2 75
Enamelastic Color Coat, Semi-gloss (Cut-In-Color) (on colors that sell over 35c lb.).....	3 00
Enamelastic Car Body Color, Full-gloss (on colors that sell over 35c lb.).....	3 00
Enamelastic Finishing Varnish.....	3 00

Enamelastic Car Body Colors are Varnish Color Coats and are furnished in shades of Quick-Drying Car Body Colors. In ordering, specify Rex. of Car Body Quick-Drying Color which Enamelastic Car Body Color is to match.

OLD DUTCH RAILWAY ENAMEL

Put up in 1-gallon cans and 1/2-gallon cans.

	per gal.
Pullman Standard Green.....	\$3 50
Traction Green.....	3 50
Permanent Tuscan Red.....	3 50
Traction Red.....	3 50
Royal Durbar Red.....	3 50
Chrome Yellow, Light.....	3 50
Chrome Yellow, Medium.....	3 50
Chrome Yellow, Orange.....	3 50
Straw Color.....	3 50
Cream Color.....	3 50
White (for Headlinings).....	3 50
Black.....	3 50
Special Shades to match Railway Standards, made to order in six-gallon lots or over.....	3 50

OLD DUTCH RAILWAY ENAMEL STRIPING COLORS

Put up in large tubes.

	per tube
Imitation Gold.....	25
Imitation Aluminum.....	25
Tuscan Red.....	25
Mahogany.....	25
Black.....	25
Royal Durbar Red.....	25

MODERN METHOD CAR FINISHERS

and

OLD DUTCH RAILWAY ENAMEL

So that you may be familiar with the approximate quantities of materials required, I am giving you below the actual amounts of material used in tests which we have made.

For finishing a fifty-foot passenger car with our Modern Method System, we found the requirements as follows:

One coat Modern Method Car Primer.....	1-1/4	gals.
One coat Modern Method Car Surfacer, Dark	1-1/4	"
One coat Modern Method Knifing-Coat	3/4	"
One coat Standard Car Body Color in Japan	5	lbs.
One coat Enamelastic Color Coat.....	1	gal.
Two coats Enamelastic Finishing Varnish	3	gals.

In finishing a sixty-foot express car with Old Dutch Railway Enamel, the following material was used:

First coat - one gallon Old Dutch Railway Enamel reduced with 25 $\frac{1}{2}$ ounces of turpentine.

Second coat - one and one-third gallons Old Dutch Railway Enamel, and it was estimated that a saving was made over the use of flat color in varnish of 25%.

PASSENGER EQUIPMENT

SHERWIN-WILLIAMS METHOD FOR SURFACING CARS WHERE A RUBBING SYSTEM IS DESIRED (LIQUID)

Put up in gallon cans

S-W Wood Car Primer is intended for first coat on new wood or burnt off cars. Primer should be allowed to stand 2 days, on the second of which the car may be puttied. For steel cars and steel parts on wooden cars, use S-W Steel Car Primer or Modern Method Car Primer. Three coats of Surfacers should be applied, allowing a day for each coat. Use Surfacers, Dark, under reds, greens and all dark colors; Surfacers, Light, under yellows and light colors.

S-W Co. Wood Car Primer	79.43	per gal.
S-W Co. Steel Car Primer	179.33	\$2 50
S-W Co. Car Surfacers, Dark	418.95	2 50
S-W Co. Car Surfacers, Light	418.97	2 50

SANDING SURFACER

Put up in 1 and 5-gallon cans

For use where sandpaper is used instead of rubbing stone for getting a surface. Manner of application, time of drying, etc., same as with regular Surfacers.

Sanding Surfacers, Light	90.17	per gal.
Sanding Surfacers, Dark	90.12	\$2 50

BODY LEVELING COAT

Put up in 5, 10 and 25-pound pails

Sherwin-Williams Body Leveling Coats are for use where a knifing system of surfacing is preferred. The color to be used depends on the color the cars are to be finished.

Body Leveling Coat, Black	87.28	per pound
Body Leveling Coat, Red	87.29	12
Body Leveling Coat, White	87.36	12
Body Leveling Coat, Yellow	87.31	12

SHERWIN-WILLIAMS MODERN METHOD CAR PAINTING SYSTEM

See booklet which describes goods and application in detail. Put up in 1-gallon cans, except knifing coats, which is also put up in 1/2-gallon cans.

Modern Method Car Primer, Light	per gal.
Modern Method Car Primer, Dark	\$2 50
S-W Elastic Reducer	2 50
Modern Method Car Surfacers, Light	2 00
Modern Method Knifing Coat, Light (Paste)	2 50
Modern Method Car Surfacers, Red	3 00
Modern Method Knifing Coat, Red (Paste)	2 50
Modern Method Car Surfacers, Dark	3 00
Modern Method Knifing Coat, Dark (Paste)	2 50
Enamelastic Color Coat, Semi-Gloss (Cut-In-Color) (on colors that sell under 35c lb.)	3 00
Enamelastic Car Body Color, Full-Gloss (on colors that sell under 35c lb.)	2 75
Enamelastic Color Coat, Semi-Gloss (Cut-In-Color) (on colors that sell over 35c lb.)	2 75
Enamelastic Car Body Color, Full-Gloss (on colors that sell over 35c lb.)	3 00
Enamelastic Finishing Varnish	3 00

COACH AND CAR WHITE LEAD

Put up in 50 and 100-pound kegs

Strictly pure white lead for general railroad use. Ground in a specially prepared and clarified pure raw linseed oil.

Per pound..... 1/2c above Market

OLD DUTCH PROCESS WHITE LEAD

Put up in 25, 50 and 100-pound steel kegs. Strictly pure White Lead for all purposes where a good white lead is desired.

Per pound..... Market Price

RAILWAY STANDARD CAR BODY COLORS. QUICK-DRYING

Standard Car Body Colors are maintained absolutely uniform in shade and quality. They will bear reduction with more spirits turpentine to the pound of color, spread farther and cover better than any other colors made. Unlike japan colors of other makes, they do not require the addition of oil or varnish as a binder. We therefore recommend that they be thinned for use with pure spirits turpentine only. In japan, put up in 5 and 10-pound pails or press cans. In varnish, put up in gallon cans.

Cat. No.			per gallon in varnish liquid	per pound in japan paste	
				A	B
141	Permanent Tuscan Red	6580	2 50	32	141
2019	Fast Mail White	6324	3 00	24	2369
2024	Orange (Big 4)	8462	3 00	30	1261
2026	Royal Blue (B. and O.)		3 00	37	400
2034	Chrome Yellow, M.	6486	3 00	30	1382
2051	Tuscan Red	647	2 50	26	1282
4861	Pullman, Old	6326	2 50	22	14861
8390	Pullman, New	7149	2 50	22	8390

STREET RAILWAY CAR BODY COLORS. QUICK-DRYING

St. Ry. Cat. No.		net prices per lb.	
		A	B
500			\$ 25
501			30
502			25
504			30
505			32
507			30
508			32
510			22
511	Chrome Yellow, Dark Orange		30
513	Chrome Yellow, Light		30
514	Chrome Yellow, Medium		30
515	Chrome Yellow, Orange		30
519			38
520			30
521	Extra Coach Green, Light		27
522	Extra Coach Green, Medium		27
523	Extra Coach Green, Dark		27
524			27
526			30
528			32
530	(No groundwork necessary)	1	15
532	(Use Special Red Ground No. 570)		43
533	(Use Special Red Ground No. 571)		68
534	(Use Special Red Ground No. 571)		68
536	(No groundwork necessary)		43
538	French Carmine Light (Glaze)	3	00
543			25
544			30
545			27
546			40
547			55
548			28
549			55
550			45
551	(Use Special Red Ground No. 570)		50
552	(Use Special Red Ground No. 570)		50
553	(Use Special Red Ground No. 571)		45
554			32
556			35
557			38
558			35
559			25
560	Cadmium Yellow	3	75
561			24
565			25
566			25
567			30
569			35
570	Special Red Ground No. 570		28
571	Special Red Ground No. 571		28

STREET RAILWAY SPECIAL TRACTION COLORS, QUICK-DRYING

Put up in 5 and 10-pound pails and 5-pound press cans

These are the best colors, each of its kind, possible to produce. It is desirable both from the customer's standpoint and our own that these be sold for car body work wherever possible.

	net prices per lb.
Special Traction Green.....	\$ 30
Special Traction Orange.....	30
Special Traction Red.....	50
Special Traction Yellow.....	30
Traction Red Ground.....	27

HAND-RAIL BLACK IN VARNISH

6371

Put up in gallon cans

Dries quickly and hard with a beautiful enamel-like finish. For hand-rails, brake-wheels, and all such metal parts as require an excellent varnish finish.

Per gallon.....\$1 50

PASSENGER-CAR BLACK

0710

Put up in 1 and 5-gallon cans and barrels

An excellent black of asphaltum character. Although moderate in price, can be used with perfect assurance of good results. We prefer, however, to sell above.

Per gallon.....\$ 75

FINEST TURPENTINE ASPHALTUM

A strictly pure turpentine asphaltum, made from finest black asphaltum and pure spirits turpentine. For use on fenders, trolley-poles, etc., where a good grade of asphaltum is desired.

Per gallon.....\$1 25

"A" ASPHALTUM

A low-priced piece of goods for use on fenders, trolley-poles, etc.

Per gallon.....\$ 50

Low limit in barrels.....

FENDER BLACK

Put up in 1 and 5-gallon cans, and barrels

A popular black for fenders, draw-bars, etc., where a quick-drying, high lustre black is desired at a moderate cost.

Per gallon.....	barrels	5s	1s
	30	35	40

RAILWAY TRUCK AND PLATFORM COLORS

Ry. Cat. No.		1s Truck Color Liquid	5s only Truck Color Semi-Paste
1439	P. R. R. ~~2676~~ <i>2676</i>	\$1 25	\$1 25
2028	Brown. ~~2676~~ <i>2676</i>	1 25	1 25
2070	Pullman, Old.	1 25	1 25
2071	Olive Green.	1 25	1 25
4820	Vanderbilt Lines.	1 25	1 25
4860	Pullman, New.	1 25	1 25

The Semi-Paste material will stand reduction with P. M. Reducer at the rate of 1½ to 1.

Price on P. M. Reducer.....5s and Bbls. 50

STREET RAILWAY TRUCK AND PLATFORM COLORS

St. Ry. Cat. No.	1s Truck Color Liquid	5s only Truck Color Semi-Paste
601.....	\$1 25	\$1 25
604.....	1 25	1 25
613.....	1 25	1 25
614.....	1 25	1 25
615.....	1 25	1 25
616.....	1 25	1 25

The Semi-Paste material will stand reduction with P. M. Reducer at the rate of 1½ to 1.

5s and Bbls.

Price on P. M. Reducer..... 50

RAILWAY FLOOR PAINTS

Put up in 1 and 5-gallon cans		per gallon Floor Comp.	per gallon Floor Comp.	per gallon Special Floor	per gallon Special Floor
Ry. Cat. No.		1s	5s	1s	5s
2526 Yellow.....		1 50	1 45	1 30	1 25
2565 Red.....		1 50	1 45	1 30	1 25
2608 Slate.....		1 50	1 45	1 30	1 25
2609 Dust.....		1 50	1 45	1 30	1 25
2610 Light Brown.....		1 50	1 45	1 30	1 25
2622 Tan.....		1 50	1 45	1 30	1 25

STREET RAILWAY FLOOR PAINTS

Put up in 1 and 5-gallon cans		per gal. Floor Comp.	per gal. Floor Comp.	per gal. St.-Car	per gal. St.-Car
St. Ry. Cat. No.		1s	5s	1s	5s
683.....		1 50	1 45	1 30	1 25
684.....		1 50	1 45	1 30	1 25
685.....		1 50	1 45	1 30	1 25
686.....		1 50	1 45	1 30	1 25
687.....		1 50	1 45	1 30	1 25
688.....		1 50	1 45	1 30	1 25

Varnish Floor Composition—Much superior to what has been offered for this purpose in the past. The liquid used is an exceptionally hard varnish which dries with a high lustre and gives a tough, firm surface that will withstand the hardest usage.

Special Floor and Street-car Floor Paint—A little less in cost than the above, dries overnight with a hard, elastic surface, is free from tack and has great covering capacity.

HEAD LINING COLORS

Put up in paste form, in 5-pound pails

These colors are selected with special reference to their adaptability for car ceiling work.

	per lb. paste
2215.....	20
2216.....	20
2217.....	20
2218.....	20
2219.....	20
2220.....	20
2221.....	20
2222.....	20
2223.....	20
2224.....	20
2225.....	20
2226.....	20

TRUSS-PLANK ENAMELS

Put up in gallon cans

Is an easy-working varnish paint. Will cover perfectly one coat over a previously painted surface, and is very durable. For use on truss-planks, heater-pipes, foot-rests, etc.

Ry. and St. Ry. Cat. No.	per gal.
2108.....	\$1 60
2109.....	1 60

RAILWAY STANDARD CAR BODY COLORS, QUICK-DRYING

Standard Car Body Colors are maintained absolutely uniform in shade and quality. They will bear reduction with more spirits turpentine to the pound of color, spread farther and cover better than any other colors made. Unlike japan colors of other makes, they do not require the addition of oil or varnish as a binder. We therefore recommend that they be thinned for use with pure spirits turpentine only. In japan, put up in 5 and 10-pound pails or press cans. Where these Colors are desired in Varnish, use Enamelastic Car Body Colors.

Ry. Catalogue No.		per pound in japan paste	
		A	B
141	Permanent Tuscan Red		40
2019	Fast Mail White		27
2024	Orange (Big 4)		30.35
2026	Royal Blue (B. & O.)		27.31
2034	Chrome Yellow, M.		30.35
2051	Tuscan Red		26
4861	Pullman, Old		22
8390	Pullman, New		22
	Pennsylvania R. R. Standard Tuscan Red		25

STREET RAILWAY CAR BODY COLORS, QUICK-DRYING

St. Ry. Cat. No.		net prices per lb.	
		A	B
500			\$ 27
501			30
502			27
504			32
505			34
507			32
508			34
510			24
511	Chrome Yellow, Dark Orange		30.35
513	Chrome Yellow, Light		30.35
514	Chrome Yellow, Medium		30.35
515	Chrome Yellow, Orange		30.35
519			38
520			30.40
521	Extra Coach Green, Light		20.40
522	Extra Coach Green, Medium		20.40
523	Extra Coach Green, Dark		20.40
524			27
526			30
528			35
530	(No groundwork necessary)		1.25 4.50
532	(Use Special Red Ground No. 570)		43
533	(Use Special Red Ground No. 571)		70
534	(Use Special Red Ground No. 571)		70
536	(No groundwork necessary)		45
538	French Carmine Light (Glaze)	3	00
543			27
544			32
545			27
546			43
547			58
548			30
549			58
550			45
551	(Use Special Red Ground No. 570)		50
552	(Use Special Red Ground No. 570)		57
553	(Use Special Red Ground No. 571)		45
554			40
556			37
557			38
558			28
559			28
560	Cadmium Yellow	3	75
561			22
565			25
566			25
567			30
569			35
570	Special Red Ground No. 570		28
571	Special Red Ground No. 571		28

STREET RAILWAY SPECIAL TRACTION COLORS, QUICK-DRYING

Put up in 5 and 10-pound pails and 5-pound press cans

These are the best colors, each of its kind, possible to produce. It is desirable both from the customer's standpoint and our own that these be sold for car body work wherever possible.

Where these colors are desired in varnish, always use Enamelastic Car Body Color

	net prices per lb.
Special Traction Green.....	\$ 30.35
Special Traction Orange.....	30.35
*Special Traction Red.....	60
Special Traction Yellow.....	30.35
*Traction Red Ground.....	27

HAND-RAIL BLACK IN VARNISH

Put up in gallon cans

Dries quickly and hard with a beautiful enamel-like finish. For hand-rails, brake-wheels, and all such metal parts as require an excellent varnish finish.

Per gallon.....\$1 50

PASSENGER-CAR BLACK

Put up in 1 and 5-gallon cans and barrels

An excellent black of asphaltum character. Although moderate in price, can be used with perfect assurance of good results.

Per gallon.....\$ 75

FINEST TURPENTINE ASPHALTUM

A strictly pure turpentine asphaltum, made from finest black asphaltum and pure spirits turpentine. For use on fenders, trolley-poles, etc., where a good grade of asphaltum is desired.

Per gallon.....\$1 25

"A" ASPHALTUM

A low-priced piece of goods for use on fenders, trolley-poles, etc.

Per gallon.....\$ 50

Low limit in barrels.....

FENDER BLACK

Put up in 1 and 5-gallon cans, and barrels

A popular black for fenders, draw-bars, etc., where a quick-drying, high lustre black is desired at a moderate cost.

	barrels	5s	1s
Per gallon.....	30	35	40

RAILWAY TRUCK AND PLATFORM COLORS

Ry. Catalogue
No.

	1s Truck Color Liquid	5s only Truck Color Semi-Paste
1439 P. R. R.....	\$1 25	\$1 25
2028 Brown.....	1 25	1 25
2070 Pullman, Old.....	1 25	1 25
2071 Olive Green.....	1 25	1 25
4820 Vanderbilt Lines.....	1 25	1 25
4860 Pullman, New.....	1 25	1 25

Note—The Semi-Paste material will stand reduction with P. M. Reducer at the rate of 1½ to 1.

Price on P. M. Gloss Reducer.....	5s and Bbls. 50

STREET RAILWAY TRUCK AND PLATFORM COLORS

St. Ry. Catalogue No.	1s Truck Color Liquid	5s only Truck Color Semi-Paste
601.....	\$1 25	\$1 25
604.....	1 25	1 25
613.....	1 25	1 25
614.....	1 25	1 25
615.....	1 25	1 25
616.....	1 25	1 25

Note—The Semi-Paste material will stand reduction with P. M. Reducer at the rate of 1½ to 1.
5s and Bbls.

Price on P. M. Gloss Reducer..... 50

RAILWAY FLOOR PAINTS

Put up in 1 and 5-gallon cans		per gallon	per gallon
Ry. Cat. No.		1s	5s
2526 Yellow.....		1 30	1 25
2565 Red.....		1 30	1 25
2608 Slate.....		1 30	1 25
2609 Dust.....		1 30	1 25
2610 Light Brown.....		1 30	1 25
2622 Tan.....		1 30	1 25

STREET RAILWAY FLOOR PAINTS

Put up in 1 and 5-gallon cans		per gallon	per gallon
St. Ry. Cat. No.		1s	5s
683.....		1 30	1 25
684.....		1 30	1 25
685.....		1 30	1 25
686.....		1 30	1 25
687.....		1 30	1 25
688.....		1 30	1 25

Semi-Paste Floor Paint Red. To be reduced for use, two gallons Floor Paint Gloss	per gallon
Reducer to one gallon Red.....	5s
Floor Paint Gloss Reducer.....	1 25
	50

HEADLINING COLORS

Put up in paste form, in 5-pound pails		
These colors are selected with special reference to their adaptability for car ceiling work.		per lb. paste
2215.....		20
2216.....		20
2217.....		20
2218.....		20
2219.....		20
2220.....		20
2221.....		20
2222.....		20
2223.....		20
2224.....		20
2225.....		20
2226.....		20

TRUSS-PLANK ENAMELS

Put up in gallon cans
Is an easy-working varnish paint. Will cover perfectly one coat over a previously painted surface, and is very durable. For use on truss-planks, heater-pipes, foot-rests, etc.

Ry. and St. Ry. Cat. No.	per gal.
2108.....	\$1 60
2109.....	1 60

RATTAN SEAT ENAMEL

Put up in gallon cans

For renovating and preserving rattan seats. Imitates the natural color. Dries hard overnight. Ordinarily one coat will answer.

Per gallon.....\$2 50

FLAXOAP

An absolutely pure linseed oil soap, especially adapted for the cleaning of cars, wood-work, etc. Contains no animal fat or free alkali.

barrels		$\frac{1}{2}$ barrels		50-pound cans	
A	B	A	B	A	B
6	7	6 $\frac{1}{2}$	7 $\frac{1}{2}$	7	8

WALL AND CEILING COLORS

Put up in gallon cans

For inside walls and ceilings of baggage, mail, express-cars and cabooses. We recommend the use of these colors ground in varnish. Work easily, cover well and dry with a good varnish gloss, which can be easily kept clean. Are very durable. For ordinary repair work one coat will suffice.

Ry. Catalogue No.	per gal. in varnish
2502.....	1 50
2505.....	1 50
2508.....	1 50
2619.....	1 50
2627.....	1 50
2629.....	1 50
.....	
.....	

CANVAS ROOF PRESERVATIVE PRIMER

A priming coat for new canvas on roofs of steam and electric cars. For best results, lay the canvas dry.

Per gallon.....1s and 5s
1 30

METAL ROOF PRIMER

Dark Gray in color. For use on galvanized iron roofs. Very elastic and durable.

Per gallon.....\$1 60

RAILWAY AND STREET RAILWAY ROOF PAINTS

Very durable. Not affected by extremes of heat and cold. Suitable for canvas, wood and metal roofs.

St. Ry. Cat. No.	Put up in 1 and 5-gallon cans and barrels	A Quality per gal.	B Quality per gal.
650 White.....		1 55	1 55
651.....			
652.....			
653.....			
655.....			
658.....			
662.....		1 50	1 25
663.....			
664.....			
665.....			
666.....			
667.....			
668.....		1 80	1 50

RAILWAY AND STREET RAILWAY ROOF PAINTS—Continued

Ry. Catalogue No.		bbls.	5s and 1s
.....	Canvas Roof Paint, Brown	1 25	1 30
.....	Canvas Roof Paint, Black	1 25	1 30
.....	Canvas Roof Paint, Green	1 25	1 30
.....	*Brown (Pullman Standard)	1 15	.....
.....	*Black (Pullman Standard)	1 15	.....
1746	*Special Heavy Roof Paint	80	.....
2106	*Standard Paint P. M. No. 5, Gray .....	.....	1 25
2107	*Standard Paint P. M. No. 5, Green .....	.....	1 25
2110	*Standard Paint P. M. No. 5, Red .....	.....	1 25
2111	*Standard Paint P. M. No. 5, Olive Green	1 25	1 60
.....	Metal Roof Paint Primer for Steel Passenger Cars .....	.....	2 50
.....	Metalastic Green (Liquid)	1 15	1 25
.....	Metalastic Gray (Liquid)	1 15	1 25
.....	Metalastic Black (Liquid)	1 15	1 25
.....	Metalastic Brown (Liquid)	1 15	1 25

For metal roofs, we recommend Standard Paint P. M. No. 5 and Pullman Standard Black and Brown, and regular Liquid Metalastic.

*Standard Paint P. M. No. 5, Special Heavy Roof Paint and Pullman Standard Roof Paints: Black and Brown are made in semi-paste form, and should be reduced with one gallon pure boiled linseed oil to each gallon of paint.

CABOOSES, REFRIGERATORS, LINE CARS, ETC.

STANDARD CABOOSE COLORS

These colors are selected with especial reference to their adaptability for caboose work. We especially recommend "Safety Red" as the most durable bright red which has ever been put on the market. To get best results it should be used over Safety Red Primer.

Put up in varnish in gallon cans; in japan, in 5 and 10-pound pails and press cans; in oil, in 5 and 25-pound pails.

Ry. Cat. No.		per gal. in oil liquid	per gal. in varnish liquid	per lb. in japan paste	per lb. in oil paste
2002	Standard Caboose Color, Red.....	.....	3 80	47	40
2034	Chrome Yellow, M.....	.....	3 00	30	25
2040	Chrome Yellow, DO.....	.....	3 50	30	25
.....	Safety Red.....	2 25	3 50	1 05	55
.....	(†Safety Red, Primer.....	.....	.....	.....	8

(†Ground in oil, paste form)

STANDARD REFRIGERATOR AND LINE CAR COLORS

Ry. Cat. No.	Put up in 1 and 5-gallon cans and barrels	per gal.
2011	Red.....	65
2512	Green.....	1 90 2.15
2550	Blue.....	1 60
2100	*Yellow, Perfect Method 2, L.....	1 60 2.40
2101	*Yellow, Perfect Method 2, M.....	1 60 2.50
2102	*Yellow, Perfect Method 2, O.....	1 60
.....	*Armour Yellow.....	1 60 2.60
2500	White.....	1 55

*Should be thinned with one gallon of boiled linseed oil to each gallon of paint.

BRINE-PROOF TRUCK AND UNDERFRAME COATING

.....	Black.....	40

INSIDE REFRIGERATOR FINISH

Per gallon	Put up in 1 and 5-gallon cans and barrels	
.....		75

BOX, GONDOLA AND STEEL CARS

STANDARD FREIGHT-CAR PAINT, PERFECT METHOD No. 3

Put up in 5-gallon cans and barrels

The only *perfect method* of painting freight-cars yet produced. Most economical in quantity required, time for turning out work, and because it gives the most durable results. For 3-coat work, thin as follows with pure boiled linseed oil or S-W Freight-Car Paint Thinning Oil:

First coat, 4 gallons oil to 1 of paint
Second coat, 3 gallons oil to 1 of paint
Third coat, 3 gallons oil to 1 of paint
For 2-coat work thin as follows:
First coat, 3 gallons oil to 1 of paint
Second coat, 3 gallons oil to 1 of paint

Ry. Catalogue No.	per gal.
1618 Princes Metallic.....	60
1670 ½ Venetian Red, ½ Princes Metallic.....	60
1721 Venetian Red.....	60
5509 Magnetic Mineral.....	60
..... Special Freight-Car Paint, Metallic Brown.....	50

FOR GONDOLAS, TANK AND COAL-CARS

Put up in 1 and 5-gallon cans and barrels

Ry. Cat. No.	per gal.
408 Black.....	1 00
2106 Standard Paint P. M. No. 5, Gray.....	1 25
2107 Standard Paint P. M. No. 5, Green.....	1 25
2110 Standard Paint P. M. No. 5, Red.....	1 25
2111 Standard Paint P. M. No. 5, Olive Green.....	1 25
2103 Metalastic Black (Semi-Paste).....	1 25
2104 Metalastic Brown (Semi-Paste).....	1 25
..... Red Lead (Paste).....	1 25

Above should be thinned for use with one gallon of pure boiled linseed oil or S-W Linsoline to each gallon of paint.

Perfect Method Gondola Black..... 75
Should be thinned for use with three gallons of thinner to each gallon of paint.

Metalastic Steel Car Coating Black (Liquid).....	85
Metalastic Steel Car Coating Brown (Liquid).....	85
Metalastic Steel Car Coating Green (Liquid).....	85

Ry. Cat. No.	per gal.
..... Metalastic Green (Liquid).....	1 25
..... Metalastic Gray (Liquid).....	1 15
2912 Metalastic Black (Liquid).....	1 25
2913 Metalastic Brown (Liquid).....	1 25
..... Non-Corrodible Graphite (Liquid).....	1 25

LINSOLINE

Put up in barrels

Our reducing oil for freight-car paint. It is not necessary to add linseed oil to this oil as it contains the necessary amount. Makes a very durable quick-drying paint.....

STANDARD STEEL TRUCK COLOR

Put up in 1 and 5-gallon cans and barrels

For Steel Trucks of Freight-cars, etc. Requires to be thinned for use with one gallon pure boiled linseed oil to each gallon of paint.

..... Grayish Black.....	per gal. 1 15

SPECIAL PASTE PAINTS

Ry. Catalogue No.	Put up in $\frac{1}{2}$ barrels and barrels	per lb.
1160	Princes Metallic.....	33 $\frac{1}{4}$
1182	$\frac{1}{2}$ Venetian, $\frac{1}{2}$ Princes Metallic.....	33 $\frac{1}{4}$
2069	Venetian Red.....	33 $\frac{1}{4}$

BRAKE-WHEELS, TRUSS-RODS, ETC.

Ry. Cat. No.	Put up in 1 and 5-gallon cans and barrels	per gal.
2095	Special Black for Ironwork	50

LETTERS, SHIELDS, ETC.

Put up only in 25-pound pails

These are good clean-cut colors. They are very permanent, and for the purpose intended, no better can be used. For lettering freight-cars. Will not chalk, flake, nor scale. Whiter than the average lead.

	per lb.
.... Stencil White	7
.... Stencil Black.....	24

Expressly designed for stenciling refrigerator and line cars.

	per lb.
.... Shield Red.....	55
.... Shield Blue.....	25
.... Shield Yellow.....	25

Put up in 25-pound pails

LOCOMOTIVES

THE SHERWIN-WILLIAMS METHOD FOR SURFACING LOCOMOTIVES (LIQUID)

Put up in gallon cans

The S-W Co. Locomotive Primer.....	per gal.
The S-W Co. Locomotive Surfer.....	2 50
This surfer is intended to be rubbed with brick and water.	2 50

S-W MODERN METHOD LOCOMOTIVE LEVELING COAT

Put up in 5, 10 and 25-pound pails

Used mostly on wheels and rough metal parts which require a knifing or plaster-coat.
Can also be thinned with turpentine, applied with a brush, and sanded to a surface.

..... Modern Method Knifing Coat Dark Lead Color.....	per gal.
	3 00

DURABLE ENGINE FINISH

Put up in 1 and 5-gallon cans

These are perfect finishes for locomotives. Work easily under the brush, flow out smoothly, dry quickly and hard with a beautiful full gloss, and are very durable.

..... Black.....	per gal.
..... Green.....	2 50
..... Russia Jacket Enamel.....	2 50
..... Special Engine Finish Black.....	1 75
..... Water-proof Engine Finish Black.....	1 75
.....	1 75

FOR LETTERING

Put up in 1-pound cans and 5-pound pails

..... Imitation Gold (Quick-Drying).....	per lb.
.....	30
.....	
.....	

LOCOMOTIVE SIDE ROD AND TIRE ENAMEL

	per gal.	per lb.
	in varnish	in japan
..... Steel Color.....	liquid	paste
.....	2 50	19
.....		
.....		

LOCOMOTIVE OR ENGINE-CAB COLORS

We recommend the use of Engine-Cab Colors ground in varnish. The varnish in which these colors are ground is exceedingly elastic and durable, and withstands the strain and racking to which a locomotive is subjected.

Put up in varnish in gallon cans; in japan, in 5 and 10-pound pails and press cans.

Ry. Catalogue		per gal.	per lb.
No.		in varnish	in japan
1407 Standard Dark Brunswick Green.....	4257 (1407)	liquid	paste
2004 Indian Red, D.....		1 75	24 35
2058 Light Swedish Green.....	4257	1 75	22
2080 French Crown Green, M.....	3521	1 75	22 40
2081 Wine Color, B.....	248	1 75	20 40
2083 Rich Brown.....		1 75	20 35
..... Ivory Drop Black, R.....		1 75	20
..... Ivory Drop Black, Special.....		1 75	25
.....			20
.....			
.....			

FOR FRONT ENDS

Put up in 1 and 5-gallon cans and barrels

A superior black finish for the front ends of locomotives.

	per gal.
..... Front End Finish	75
..... Locomotive Front End Polish Liquid..... (Apply with brush and.....	85
..... Locomotive Front End Polish Semi-Paste (polish with burlap.....	75

FOR SMOKE-STACKS

Ry. Catalogue
No.

Put up in 1 and 5-gallon cans

	per gal.
2096 Smoke-Stack Black	90
.....	
.....	

TRUCK AND FRAME BLACK

Put up in 1 and 5-gallon cans and barrels

Made for the purpose indicated. Dries with a high gloss; is tough, elastic, easy-working and quick-drying.

	per gal.
.....	1 00

POWER-HOUSE SPECIALTIES—MACHINE PAINTS

Put up in 25-pound pails, 100-pound kegs and barrels

For use as a priming-coat on new engines or machinery where the surface is in smooth condition.

Thin for use with pure spirits turpentine. If desirable to hasten the drying the necessary japan should be added to the paint before thinning.

	per lb.
Black.....	6 1/4
Red.....	7
Steel Color—A, B, C, D, E.....	6 1/2
White.....	7

MACHINE FILLERS

Put up in 25-pound pails, 100-pound kegs and barrels

For getting a surface on rough work. Prime with S-W Machine Paint. Then apply the Filler. It may be thinned with pure spirits turpentine for brush work or may be applied heavy with a broad glazing or putty-knife.

	per lb.
Black.....	7
Maroon.....	8
Red.....	8
White.....	8

LUSTRAL ENAMELS

Put up in 1 and 5-gallon cans

A varnish paint of exceptional free-working quality especially adapted for painting engines, dynamos, etc., where a rich, elastic gloss finish is desired. Has large covering capacity. Dries in 6 to 8 hours.

Vermilion and Maroon should be applied over a uniform ground of suitable color.

	per gal.
Black.....	\$1 50
Green, L.....	1 50
Green, D.....	1 50
Indian Red.....	1 60
Maroon, D.....	2 25
Rich Red.....	2 00
Steel Gray.....	1 50
Vermilion.....	2 25
Brown.....	1 49 1/2

FURNACE BLACK

Put up in 1 and 5-gallon cans and barrels

For parts of smoke-stacks, boiler-fronts, etc., exposed to extreme heat.

Per gallon.....	\$1 00

STATIONS AND BUILDINGS

STANDARD STATION PAINTS

These goods are heavy bodied, possess good covering capacity, and are very durable. The shades are maintained absolutely uniform. Will cover from a fourth to a third more surface than pure lead and oil, and will wear much longer. Put up in 1 and 5-gallon cans and barrels.

Ry. and St. Ry. Catalogue

No.		per gal.
2500	Outside Gloss White.....	1 55
2502	.....	
2503	.....	
2505	.....	
2506	.....	
2508	.....	
2510	.....	
2511	.....	
2517	.....	
2521	.....	
2522	.....	
2525	.....	
2546	.....	
2551	.....	
2554	.....	
2556	.....	1 50
2557	.....	
2560	.....	
2561	.....	
2562	.....	
2595	.....	
2596	.....	
2600	.....	
2601	.....	
2603	.....	
2605	.....	
2607	.....	
2612	.....	
2615	.....	
2616	.....	
2619	.....	
2620	.....	
2501	Flat White.....	1 75
2512	.....	1 90
2524	Cardinal Red.....	3 10
2618	China Gloss White.....	1 55
2624	.....	1 60
2635	.....	1 60
2637	.....	2 15 1 90
2625	.....	
2626	.....	
2627	.....	2 15
2628	.....	
2629	.....	1 50
2630	.....	
2631	.....	
2636	.....	
Special Station Paints made up in quality of our 9500 Line		
Regular Colors.....		1 25
Dark Colors.....		1 00

CONCRETE WALL FINISH

For interior and exterior walls of buildings.

	1s	5s	bbls.
Buff.....			
Colonial Yellow.....			
Cream.....			
Dark Brown.....			
Dark Gray.....			
Extra Light Gray.....			
Green Stone.....	1 30	1 25	1 20
Light Brown.....			
Light Gray.....			
Tan.....			
Terra Cotta.....			
Venetian Red.....			
White.....	1 40	1 35	1 30

CONCRETE FLOOR PAINT

	per gal.
Dust Color.....	
Gray.....	
Light Tan.....	
Maroon.....	
Moss Green.....	1 30
Orange.....	
Red.....	
Slate.....	
Yellow.....	

RAILWAY FLAT-TONE

Especially designed for use on walls, ceilings and interior woodwork of stations, office buildings, etc. Flat-Tone produces the rich, velvety effect so much desired. For directions for use, see color-card. Put up in quart, half-gallon and 1-gallon cans.

	per gal.
2700 Bright Sage.....	1 40
2701 Buff.....	1 40
2702 Buff Stone.....	1 40
2703 Caen Stone.....	1 40
2704 Coconut Brown.....	1 40
2705 Cream.....	1 40
2706 Forest Green.....	1 40
2707 French Gray.....	1 40
2708 Fresco Green.....	1 40
2709 Golden Brown.....	1 40
2710 Holland Blue.....	1 40
2711 Ivory.....	1 40
2712 Lichen Gray.....	1 40
2713 Maple Green.....	1 40
2714 Old Gold.....	1 40
2715 Old Rose.....	1 40
2716 Pale Azure.....	1 40
2717 Pale Olive.....	1 40
2718 Pearl Gray.....	1 40
2719 Pompeian Red.....	2 00
2720 Rich Maroon.....	2 00
2721 Shell Pink.....	1 40
2722 Silver Gray.....	1 40
2723 Tan.....	1 40
2724 Terra Cotta.....	1 40
2725 White.....	1 40

PRESERVATIVE SHINGLE STAINS MADE WITH CREOSOTE

	per gallon		
	1s	5s	barrels
A20 to A22.....	80	50	40
B41 to B48.....	80	70	60
C71 to C83.....	95	85	75
C71 - - - - -	1.05	.95	.85
C74 - - - - -	1.05	.95	.85
Low limit discount.....per cent			

ENAMELOID

	Put up in gallon cans	2.50 per gal.
<i>White</i> Regular Colors.....		1 75
Wine.....		2 50
Cardinal.....		2 50

HIGH GLOSS WALL AND CEILING FINISH

Put up in 1 and 5-gallon cans

An enamel-like finish for use on inside walls and ceilings of stations, offices, etc. It is made from good materials, works easily, and gives a hard varnish finish, which can be cleaned easily.

White.....	210	per gal.	~~1.75~~ 2.50
Black.....			1.75
Emerald.....			1.75
Flesh.....			1.75
Gray.....			1.75
Grass Green.....			1.75
Ivory.....			1.75
Mauve.....			1.75
Olive.....			1.75
Pink.....			1.75
Primrose.....			1.75
Satin Green.....			1.75
Sky-Blue.....			1.75
Tan.....			1.75
Wine.....			2.50
Cardinal.....			2.50

TARGETS AND SEMAPHORES

IN VARNISH

These goods are put up in self-sealing quart cans that can be tightly closed after using, thereby preserving in perfect condition the unused portion of the paint. They are in the most convenient form for use. Dry with a good varnish finish, which can be easily wiped and kept clean. Are very durable. We call particular attention to the red, which is the most permanent bright red ever offered for the purpose.

Safety Red.....	per gal.	3.50
Target Black.....		2.50
Target Green.....	2.75	~~1.60~~
Target White.....		3.00
Target Yellow.....		3.00
The above colors in Old Dutch Railway Enamel.....		3.50

IN JAPAN AND IN OIL

Ry. Catalogue No.	Put up in 5 and 10-pound pails	per lb.
	Safety Red (in oil).....	55
	Safety Red (Quick-Drying).....	1.05
2044	Target Green (Quick-Drying).....	~~40~~ 34
2105	Target Green (in oil).....	28
....	Target Yellow (Quick-Drying).....	35 ~~30~~
....	Target Yellow (in oil).....	25

MILE-POSTS, CROSSING SIGNALS, ETC.

Made expressly for the purpose indicated. A very superior article of exceptional covering and spreading capacity, and very durable. Put up in 1 and 5-gallon cans and barrels.

Standard Sign-Board White.....	per gal.	1.55

BRIDGES, STRUCTURAL WORK, ETC.

BRIDGE PAINT

Put up in 1 and 5-gallon cans and barrels

The highest grade graphite paint known for the protection of metal surfaces. Contains no pigment other than absolutely inert Graphite (approximately 95 per cent pure).

Ry. Catalogue

No.

2623 Non-Corrodible Graphite (liquid)..... + 89 per gal. 1.45 1/25

METALASTIC (LIQUID)

The most satisfactory all 'round metal protective paint on the market. Particularly adapted where conditions of use require rapid and hard-drying qualities. It is a careful combination of graphite and other materials with strictly pure linseed oil and a special drier, and has greater durability than many of the so-called pure graphite paints of other manufacturers. Especially adapted for use on structural steel, steel cars and metal surfaces that must be handled soon after painting, on roofs where a slower drying paint could not be satisfactorily used and on all other surfaces subject to abrasion.

Metalastic Green (liquid).....	per gal.	1 1/2
Metalastic Black (liquid).....	1 1/2	} 1.25
Metalastic Gray (liquid).....	1 1/2	
Metalastic Brown (liquid).....	1 1/2	

CARBON PAINT, RED DIAMOND BRAND (LIQUID)

A chemically inert paint, made on a charcoal base, combined with the purest of materials. This paint produces a very thick homogeneous film which affords wonderful protecting and lasting properties. It also possesses splendid working and drying properties. Sherwin-Williams Carbon Paint, Red Diamond Brand, is especially adapted for use on bridges and all other structural work where quick drying and good spreading qualities are necessary. Extensive tests have been made of this material, and these tests have demonstrated that this product represents the highest development in Metal Protective Paints in regard to its wearing and spreading qualities. This paint will be found to give satisfaction in every way.

..... Carbon Paint, Red Diamond Brand..... 5948 per gal. 1.35

RED LEADS (PASTE AND LIQUID)

Pure Red Lead (paste), put up in 1 and 3-gallon cans and 1/4 barrels..... 15878 per gal. 2.50
For ordinary work, thin with 1/4 gallon raw oil to one gallon of paint.

	barrels	5s	1s
Liquid Red Lead (Pure Red Lead)..... 5477		1 90	1 95 2.50
Red Lead Color (Suspended Red Lead)..... 5426	1 60	1 65	1 70 2.00

Red Lead Color made on a red lead base to meet the demand for goods of this character. It is our opinion that, though confessedly a substitute for red lead, it does unquestionably give better results than pure red lead, as it has not so high an oxidizing power.

2000 } Mineral paints in semi-paste form. The most durable and economical paints
2001 } of the kind to be had 75
2002 }

METAL POLE PAINTS

Put up in 1 and 5-gallon cans and barrels

Non-Corrodible Graphite is made of pigment approximately 95 per cent pure graphite, and is greatly superior to all other graphite paints on the market.

Non-Corrodible Graphite (liquid).....	per gal.	1 15
Metalastic Brown (liquid).....	1 15	} 1.25
Metalastic Black (liquid).....	1 15	
Metalastic Green (liquid).....	1 15	
Metalastic Gray (liquid).....	1 15	

SPECIAL POLE PAINTS

FOR USE ON WOODEN POLES

Put up in 1 and 5-gallon cans and barrels

St. Ry. Catalogue No.		55	per gal.
690 White		BA	\$1 25
691 Olive Green, L.	(5959)	1.20	95 1.05
692 Drab			1 00
693 Black			1 00
694 Bronze Green			1 00
695 Olive Green, D.	(5961)	1.00	95 1.05
696 Dark Green	(5858)	1.15	1.00 1.20
697 Bright Red			1 00
698 Maroon			1 00
699 Bright Green			1.00 35

The above are furnished ready for use.

FIRST QUALITY OIL COLORS

Put up in 1 and 5-pound cans, 12½ and 25-pound pails

BLACKS

	per lb. net weight
Ivory Drop.....	19
English Coach.....	19
Sign Painters'.....	24
Lamp.....	22

BLUES

Cobalt.....	35
Prussian.....	1 25
Ultramarine.....	27

BROWNS

Raw and Burnt Turkey Umber.....	~~19~~ 22
Raw and Burnt Italian Sienna.....	~~20~~ 23
Vandyke.....	~~24~~ 26

GREENS

Bronze.....	18
Paris.....	30
Chrome, L., M. and D.....	~~21~~ 25
French Crown, L., M. and D.....	16

REDS

Safety.....	55
Orinoco Vermilion.....	35
American Vermilion.....	27
English Vermilion.....	1 75
English Rose Lake.....	35
English Rose Pink.....	26
Tuscan.....	21
Bright Tuscan.....	24
Permanent Tuscan.....	30
Indian.....	17
English Venetian.....	11
Turkey.....	22

YELLOWS

Chrome, L., M. O. and DO.....	26
Golden Ochre.....	16
Yellow Ochre.....	11
Chrome.....	21



COLORS IN JAPAN, QUICK-DRYING

Put up in 1-pound cans, 5 and 10-pound pails, and press cans

BLACKS

	net prices per lb.	
	A	B
Chemically Refined Lamp.....		20
Ivory Drop, R. R.....		30
Ivory Drop, R.....		20
Ivory Drop, Special.....		20
No. 19 Black.....		18

REDS

American Vermilion.....		32
Carmines Striping.....	3	25
English Scarlet Lake, XXX.....	3	50
English Crimson Lake, XXX.....	4	00
English Venetian.....		18
English Vermilion, L. and D.....	11	21-25
Indian, L. and D.....		27
No. 40 French Carmine (Glaze).....		4 50
No. 40 French Carmine (1/4-pound tubes) net per dozen.....	15	18
Permanent Tuscan.....		40
Safety.....		1 05
Tuscan.....		32
Wine Color, B.....		36
Wine Color, D.....		44

GREENS

Brunswick, D.....		30
Bronze.....		36
Chrome, L., M. and D.....		30
Extra Coach, L., M. and D.....	40	32
French Crown.....		32-36
Milori, L., M. and D.....	75	59
Swedish, L.....		32-40
Very Dark.....		45
Rockaway.....		33

BLUES

Cobalt.....		69
Coach.....		63
Prussian.....	1	25
Royal.....		59
Ultramarine (Glaze).....		54
Imperial, L. and D.....		50

BROWNS

Raw and Burnt Umber.....		25
Raw and Burnt Sienna.....		26
Metallic.....		26
Vandyke.....	40	32
Golden Tan.....		27
Quaker Brown.....		27

WHITES

Flake.....	40	32
French Zinc.....		32
Ivory.....		34
Silver.....		28
White Lead.....		22

YELLOWS

Cadmium.....	3	75
Chrome, L., M. O. and DO.....	35	30
Dutch Pink (Glaze).....		38
Gold Imitation.....		33
Golden Ochre.....		22
Naples.....		78
Yellow Ochre.....		17
Straw Color.....		25

SHERWIN-WILLIAMS FILLER

For use in filling grain of hardwood
Put up in 1 and 5-pound cans

	net prices per lb.
Antique Oak.....	8
Golden Oak.....	8
Mahogany.....	8
Oak.....	8
Red Oak.....	8
Transparent.....	8
Walnut.....	8

PREPARED GRAINING COLORS FINELY GROUND IN OIL

Put up in 1 and 5-pound cans

	net prices per lb.
Ash.....	15
Cherry.....	15
Chestnut.....	15
Dark Oak.....	15
Light Oak.....	15
Maple.....	15
Mahogany.....	15
Walnut.....	15
Ground.....	15

SHERWIN-WILLIAMS COLORS—DISTEMPER FRESCO

Ground in water without size

Each jar contains about 6¾ fluid ounces, but vary in weight according to gravity of color

	per jar
All regular earth colors.....	12
.....	
.....	
.....	

Refer to page 61. Trade Sales section, for prices on other colors

VARNISH STAIN

Put up in gallon cans

	per gal.
Cherry.....	2 00
Ebony.....	2 00
Dark Oak.....	2 00
Green.....	2 00
Ground.....	2 00
Mahogany.....	2 00
Light Oak.....	2 00
Rosewood.....	2 00
Walnut.....	2 00

OIL STAIN

Put up in gallon cans

All regular colors.....	1 20

ALUMINUM PAINT "BRIGHT AS SILVER"

¼ Pts.	½ Pts.	Pts.	Qts.	Gals.
15	30	50	95	3 60

LIQUID GOLD

¼ Pts.	½ Pts.	Pts.	Qts.	Gals.
30	50	90	1 70	6 50

HANDCRAFT STAINS

Put up in gallon cans

	per gal.
Regular Shades.....	2 50

East. BSS ED F-15 1375

423

0007-SWP-000010550

BRAS-BRITE

A liquid metal polish

Put up in quart, $\frac{1}{2}$ gallon and gallon packages

An excellent polish for brass, copper, nickel, silver, etc.

qts.	$\frac{1}{2}$ gs	1s
30	40	70

CHLOROCENE

A splendid wood preservative, and very effective for the preservation of poles, bridges, timbers, etc.

Barrels..... 60

DECO-PASTE

A washable, sanitary and durable cold-water finish for interior use

Put up in 1 and 5-gallon cans and barrels

Ground in processed vegetable oils, to be thinned by addition of water.

Special colors on request

	barrels	5s	1s
White.....	90	95	1 00

S-W DECOTINT WALL FINISH

Ready for use when mixed with cold water

The goods are sanitary, absolutely non-poisonous and contain no alkali, acid or anything which may be injurious to the health. They possess splendid covering capacity (one pound covers from 60 to 100 square feet, according to the nature of the surface to be coated), and cover well with one coat. Should it be necessary to apply a second coat, this can be safely done as soon as the first coat has become thoroughly dry. For colors and more information, see color-card.

Net prices per pound

	5-lb. pkgs.	100-lb. kegs	barrels
Tints, No. 1 to 16.....	7	$5\frac{1}{2}$	5
White.....	6	$4\frac{1}{2}$	4

S-W PERMENTO

Cold-water paint for outside use

Permento is especially suited for use on the exterior of buildings. Five pounds of Permento, when mixed with cold water to the proper consistency, will make one gallon of paint which will cover about 200 square feet of any average surface. For colors and more information, see color-card.

Net prices per pound

	5-lb. pkgs.	50-lb. kegs	100-lb. kegs	200-lb. bbls.	400-lb. bbls.
White.....	7	$6\frac{1}{2}$	6	$5\frac{1}{2}$	5
Color Nos. 2, 3, 4, 5, 6, 7, 9, 10, 11, 12, 13, 15, 17, 18, 19, 20, 21.....	8	$7\frac{1}{2}$	7	$6\frac{1}{2}$	6
1, 8, 14, 22.....	9	$8\frac{1}{2}$	8	$7\frac{1}{2}$	7
16.....	10	$9\frac{1}{2}$	9	$8\frac{1}{2}$	8
Black.....	10	$9\frac{1}{2}$	9	$8\frac{1}{2}$	8
23.....	12	$11\frac{1}{2}$	11	$10\frac{1}{2}$	10

S-W FACTORY COATING

Cold-water paint for inside use

Specially made for the inside coating of warehouses, freight-sheds, etc. Five pounds of powder will make a gallon of paint which will cover about 200 square feet.

Net price per pound

Barrels..... 3

INSULATING VARNISHES AND IMPREGNATING COMPOUNDS

AJAX INSULATING CLEAR ELASTIC BAKING

Is a light-colored baking varnish which can be used very satisfactorily for either brushing or dipping purposes. It is very elastic, has remarkable heat-resisting and good penetrating and binding qualities. This varnish bakes in from 5 to 7 hours at 180 to 200 degrees Fahrenheit. It will air-dry in about 24 hours. If found too heavy in consistency, thin with benzine.

Per gallon	1s	5s	barrels
0346	~~1.25~~ 1.35	~~1.10~~ 1.20	~~1.00~~ 1.10

AJAX INSULATING BLACK ELASTIC BAKING

Is a black baking varnish which possesses very high powers of insulation. It is very elastic and will retain its elasticity under long continued heat. Is oil and moisture-proof and bakes in from 7 to 10 hours at 180 to 200 degrees Fahrenheit.

Per gallon	1s	5s	barrels
0670	~~1.25~~ 1.35	~~1.10~~ 1.20	~~1.00~~ 1.10

AJAX CLEAR QUICK BAKING

For quick repairs to motor, transformer and generator windings. Bakes in 3 hours at 200 degrees Fahrenheit. Is oil and water-proof, elastic and a high insulator. Acid-proof and free from acids.

Per gallon	1s	5s	barrels
01146	~~1.20~~ 1.30	~~1.10~~ 1.20	~~1.00~~ 1.10

AJAX INSULATING BLACK QUICK BAKING

Is similar in general character to above except that it bakes quicker, viz., in from 2 to 3 hours at 180 to 200 degrees Fahrenheit. Is especially adapted where it is desired to turn work out in a short time. It has very good insulating qualities, is oil and moisture-proof and very elastic for a quick-baking varnish.

Per gallon	1s	5s	barrels
0876	~~1.10~~ 1.20	~~1.00~~ 1.10	~~.90~~ 1.00

AJAX INSULATING CLEAR AIR-DRYING

Is similar in character to Ajax Clear Baking except that it will dry in 5 to 6 hours at 70 degrees Fahrenheit without the necessity of baking. It is suitable for quick repairs and can be dipped or brushed. This varnish is oil and moisture-proof and possesses high insulating qualities.

Per gallon	1s	5s	barrels
0873	~~1.05~~ 1.15	~~.95~~ 1.05	~~.85~~ 1.00

AJAX INSULATING BLACK QUICK AIR-DRYING

Is designed for use on repairs and can be either brushed or dipped. It dries sufficiently hard to handle in a half-hour at 70 degrees Fahrenheit without the necessity of baking. It is moisture-proof and retains its flexibility under long continued heat in service.

Per gallon	1s	5s	barrels
0771	~~.90~~ 1.00	~~.80~~ .90	~~.70~~ .80

AJAX FINISHING BLACK AIR-DRYING

Is intended as a finishing-coat on armatures, field-coils, etc. It produces a black, glossy surface, which is impervious to oil. It dries quickly and can be used as a finishing-coat for apparatus in service.

Per gallon	1s	5s	barrels
425 01132	~~1.60~~ 1.70	~~1.45~~ 1.55	~~1.35~~ 1.45

AJAX IMPREGNATING COMPOUND, BLACK ENAMEL, OIL-TIGHT

Is of the same general character as Ajax Oil-Proof Compound except that it is not absolutely insoluble in oil. Has good insulating qualities, is moisture-proof, and as it is chemically inert, will not attack the copper or injure cotton in any way. These goods have a drip point of 210 to 220 degrees Fahrenheit, and are quite fluid at 270 to 280 degrees Fahrenheit, which is as high a temperature as it is safe to run the treating tanks.

Drums

Per pound..... *0965* 5 1/2

AJAX IMPREGNATING COMPOUND REDUCERS

Used for reducing Impregnating Compounds and to maintain drip point at any degree desired. These reducers are non-volatile, non-oxidizing and non-inflammable. As a reducer for Black Impregnating Compound, specify No. 1 Reducer. As a reducer for Oil-Proof Impregnating Compound, specify No. 2 Reducer.

	Per gallon.....	5s barrels
<i>No. 1</i>	<i>0962</i>	<i>25 60</i>
<i>No. 2</i>	<i>01038</i>	<i>.85 .70</i>
		<i>.85 .70</i>

UNDERWRITERS INSULATING BLACK ENAMEL, ACID-RESISTING

For use as a protective coating on poles which are set into the ground, for the boxing on third-rail systems and similar uses.

	Per gallon.....	1s	5s barrels
	<i>01174</i>	<i>.80</i>	<i>.70 .60</i>
		<i>.90</i>	<i>.80 .70</i>

AJAX FILLING COMPOUND

For general filling in purposes, such as junction boxes and underground telephone work, pot heads ignition apparatus, etc.

Per pound..... *01058* Drums
3 1/2

Ajax Black Acid Proof Paint
01136

.90 .80 .70

Ajax Oil-lac
01164

1.00 .90 .80

Ajax Lustro-lac
01165

1.10 1.00 .90

RAILWAY AND STREET RAILWAY VARNISHES, JAPANS AND DRIERS

FINEST DURABLE RAILWAY VARNISH

For finishing-coats on cars. This varnish is very durable. A beautiful working piece of goods. It flows out smoothly and evenly and dries with a rich, full gloss. Is pale in color.

Per gallon \$4 00

DURABLE RAILWAY BODY VARNISH

For finishing-coats on cars. Has superior working qualities. Is a little quicker and harder drying than the above, nevertheless exceedingly durable and will give entirely satisfactory results.

Per gallon 3 00

ENAMELASTIC FINISHING VARNISH

Used with Modern Method System for finishing-coats on cars, works and dries well, and is very durable.

Per gallon 3 00

RAILWAY REXPAR

An extremely durable outside water-resisting varnish for Railway and Street Railway use. Pale in color, heavy bodied and easy working. Dries dust-free in 3 to 4 hours, and hard to recoat in 24 hours.

Per gallon 3 00

FINEST DURABLE RAILWAY RUBBING VARNISH

For under-coats on cars. Tough and durable. Dries hard so that it can be rubbed in three days without danger of sweating.

Per gallon 2 75

DURABLE RAILWAY RUBBING VARNISH

For under-coats on cars. Works easily, hardens so as to rub in 2 days.

Per gallon 2 50

DURABLE INSIDE RAILWAY VARNISH

For interiors of cars. A pale varnish. Works well under the brush. Dries and hardens quickly and with a full gloss. Can be rubbed. For best results use over the Sherwin-Williams Filler (paste).

Per gallon 2 75

RAILWAY SCAR-NOT

A pale, heavy bodied varnish for Railway and Street Railway inside use. Works freely under the brush—dries dust-free in 3 hours and hard in 24 hours.

Per gallon 2 00

EXPOSED CAR SEAT VARNISH

Made expressly for varnishing wooden seats of cars, which are exposed to the weather. Dries quicker and harder than finishing varnish, and is more durable than ordinary rubbing varnish.

Per gallon 2 75

DURABLE LOCOMOTIVE FINISHING VARNISH

A clear varnish for finishing-coats on locomotives. Made of carefully selected materials. Has great durability, flows out evenly under the brush, and dries with a rich, full lustre.

Per gallon 2 75

PALE HEADLINING RUBBING VARNISH

An extremely pale, heavy bodied varnish, particularly adapted for headlining work. Dries dust-free in 3 hours and hard in 24 hours with a high gloss. Can be rubbed.

Per gallon 2 25

GOLD SIZE JAPAN

A superior article, very economical owing to its strength, and is perfectly safe to put in any mixture. It is a binder that can be used with delicate colors and will facilitate the drying of all under-coats. It is the best possible size for gilding—*safe and certain*.

Per gallon..... \$2 50

S-W IMPERIAL COACH JAPAN

Will dry oil in from 12 to 18 hours, and by itself on glass, becomes dust-free in 20 minutes. It does not become brittle, and is an absolutely satisfactory article for use in the car-shop. In the manufacture of rough stuff, it shows a remarkable tendency to hold the filler in suspension indefinitely, and it is so exceedingly elastic that it uniformly prevents cracking of the under-coats. Its pale color makes it particularly adaptable for light colors.

Per gallon..... 1 65

COACH-PAINTERS' JAPAN

For drying and hardening paints and colors. Especially adapted for use of car painters. A thoroughly reliable article.

Per gallon..... 1 60

COACH JAPAN

For use in oil colors. A strong and reliable drier which mixes perfectly with oil.

Per gallon..... 1 25

RAILWAY JAPAN, No. 99

A high-grade S-W Specialty which we wish to push for general railway use.

Per gallon..... 1 25

RAILWAY DRIER, No. 66

A strong, reliable, economical and uniform drier which will mix readily with oil and will not curdle or separate. Only one part of No. 66 Drier to 20 parts raw linseed oil is required to secure perfect drying.

Per gallon 80

PERFECT METHOD DRIER

An extremely elastic liquid drier, particularly adapted for freight-car paint, etc. Can be used in any quantity desired without danger of burning the paint.

Per gallon in barrels..... 55

DURABLE OUTSIDE DEPOT VARNISH

A tough, elastic varnish which will withstand the most severe exposure. Especially suitable for doors and all outside work.

Per gallon 2 25

DURABLE INSIDE DEPOT VARNISH

Adapted to all interior work. It is durable, flows out smoothly and evenly, and dries with an excellent gloss.

Per gallon..... 1 85

DURABLE DEPOT FLOOR VARNISH

This varnish is positively unexcelled. It dries overnight and can be walked upon next day. An extra day should be given where used on floors of crowded waiting-rooms. It is tough and durable, will stand great wear and repeated scrubbing.

Per gallon 2 00

MISSION-LAC

Answers the same purpose as shellac, used with wax, does not turn white when subjected to moisture, will not grow thick like shellac, when used in draughts of air, works easily, does not show laps or streaks, dries dust-free in 1 hour, and hard in 24 hours.

Per gallon..... 1 50

VELVET FINISH

For interior finishing reproduces the same effect as an oil-rubbed job. Should be applied as a finishing-coat over previous coats of varnish which have been used in bringing up surface. As there is no wax in composition, can be refinished in same way.

Per gallon..... \$2 35

PERFECT METHOD OIL

A low-priced thinning oil for freight-car paint and similar articles to be offered where it is desired to use some kind of a prepared oil. Best results are obtained when used with linseed oil.

Per gallon..... 40

TAXITE (SEMI-LIQUID)

Put up in gallon cans

Saves time, labor and money. Will remain and act on upright surfaces and ceilings. Does not raise the grain, nor stain or injure in any way, wood surfaces on which it is applied. Brush on a thick coat; let stand 10 to 20 minutes, scrape and clean with benzine, gasoline or wood-alcohol; apply a second coat before scraping if necessary on account of thickness of old paint and varnish coats.

Per gallon..... 1 42½

TAXITE (SEMI-PASTE)

To be used for same purpose as above.

Per gallon..... 1 42½

1ST QUALITY OIL COLORS
For R. R. Trade
To be used only where necessary

<u>Rex Number</u>	<u>Name</u>	<u>Low Limit Price</u>
<u>BLACK</u>		
215	Ivory Drop	15¢
215	English Coach	15¢
103	Sign Painters	18¢
216	Lamp	17¢
<u>BLUE</u>		
218	Prussian	34¢
1044	Cobalt	27¢
219	Ultramarine	21¢
<u>BROWN</u>		
221-2	R & B Umbers	15¢
223-4	R & B Siennas	15¢
225	Vandyke	15¢
<u>GREEN</u>		
226	Paris	24¢
240	Bronze	15¢
227	Chrome	15¢
<u>RED</u>		
236	English Vermilion	75¢
217	Orinoco Vermilion	27¢
228	American Vermilion	20¢
239	English Rose Lake	27¢
239	English Rose Pink	20¢
210	Bright Tuscan	18¢
237	Tuscan	16¢
220	Turkey	17¢
230	Indian	14¢
<u>YELLOW</u>		
232-3-4	Chrome (C P)	20¢
213	Chrome	17¢
235	Golden Ochre	12¢

STREET RAILWAY
SALES DEPT.

0007-SWP-000010558

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1980

ATLANTIC COAST DISTRICT
CENTRAL ATLANTIC SALES DIVISION
DELAWARE AVENUE AND CHESTNUT STREET, PHILADELPHIA, PA.

FOR OFFICE DATE 5-2-14
MR. A. Larkins SUBJECT: Headlining Colors
ANSWERING LETTER OF DICTATED BY

We give below the new catalogue and Rex numbers on
our revised Headlining Colors and would thank you to make
the necessary changes.

2215	Rx 8764
2216	25040
2217	25041
2218	25042
2219	8853
2220	8803
2221	25008
2222	25044
2223	8681
2224	8683
2225	25043
2226	25039

Yours very truly,

C. P. Jarden,

Sales Manager.

Dict. by
HPR - H

0007-SWP-000010559

THE SHERWIN-WILLIAMS COMPANY'S
ENAMELASTIC SYSTEM OF CAR PAINTING
FOR STEEL PASSENGER CARS.

.

Exterior Body

1st day - One coat Steel Car Primer
2nd day - Putty
3rd day - One coat S-W Car Surfacer
4th day - One coat S-W Body Leveling (knifed)
5th day - Rub with Emery Cloth, using $\frac{1}{2}$ linseed oil and $\frac{1}{2}$ benzine
6th day - One coat S-W Enamelastic Color coat #1
7th day - One coat S-W Enamelastic Color Coat #2
8th day - Stripe and number
9th day - One coat S-W Enamelastic Finishing
10th day - Let stand
11th day - One coat S-W Enamelastic Finishing

If the steel surface should be unusually rough and irregular, it may be necessary to apply two coats Car Surfacer.

Where Flat Color is desired instead of Enamelastic coats, touch up spots rubbed through, or apply one coat Enamelastic Sealer over whole. Then apply two coats Body Color, Flat; stripe and number; and two coats Enamelastic Finishing. Best results are obtained when Enamelastic Color Coats are used.

Interior

The above surfacing is also used on interior steel finish, up to color coats. After color coats are applied, two coats of Enamelastic Rubbing should be applied and rubbed to a dull finish.

All parts not receiving the surfacing coats should receive:-

One coat Steel Primer
One coat Steel Coating
One coat Metalastic Black

Attention should be given from the starting point in the erecting shop that all pieces and inaccessible parts are carefully painted before assembling. All joints and pieces which are riveted should be carefully painted with joint compound where they come together.

When the car is ready for sand blast, remove all grease and joint compound. After the sand blast process the car should be immediately primed.

Care should be taken that the primer is not applied to chilled steel.

Five-Passenger Car.

Condition: Varnish gone, and color surface only
marred. Under-coats in good condition.

OPERATIONS:

- 1st Day Moss and sand down to color coat. Touch up
color and Ground; apply one coat Free-Flowing
Color Varnish.
- 2nd Day Moss off lightly. Apply one coat Rubbing Varnish.
- 3rd Day Lightly rub body with felt, pumice and water.
Wash off thoroughly. Moss off Gear with curled hair.
Apply coat of Free-Flowing Color Varnish; stripe and
decorate, after the color varnish has had time to dry.
- 4th Day Flow on body one coat Finishing Varnish and on Gear
one coat Gear Finishing. Vehicle must remain in shop
at least 36 to 48 hours before Varnish is sufficiently
hardened to stand exposure.

FENDERS: Finish same as body, if air-drying. If
baked, sand down and bake on 2 coats black or colored
Baking — 350 degrees for 2 hours Black — for colors
lower heats, depending on shades.

TIME

MATERIAL

Four Days 3 pints Color Varnish.
2 pints Finishing Varnish.
1 pint Gear Varnish
Striping Color.
Sandpaper, wool hair.
Touch up color or ground.

CAR "B"

Five-Passenger Car.

Condition: Gloss gone; color faded out; paint
knocked off to wood or metal in spots; under-coats
intact.

OPERATIONS:

- 1st Day Cut down with fine sandpaper; where color is knocked
off to the wood or metal, prime and touch up with
lead coat or body primer. Later in day, putty up
all indentations with Glazing Putty.
- 2nd Day Sandpaper puttied places with very fine sandpaper,

and apply color or ground coat throughout; later in day, rub with curled hair and apply one coat Free-Flowing Color Varnish on body and gear. A coat of Clear Rubbing can be used if it is desired.

3rd Day Moss entire car; apply one coat Rubbing Varnish on body and gear or another coat of Free-Flowing Color Varnish if desired.

4th Day Rub body down thoroughly with felt, pumice and water, gear with curled hair; thoroughly clean off; chamois down, stripe and decorate.

5th Day Flow on one coat Finishing Varnish on body and gears.

FENDERS:

Finish same as body if air-drying; if baked, sand down and bake on two coats Black or Colored Baking.

TIME

MATERIAL

Five Days 3 pounds Quick-Drying Color.
1 quart Turps.
3 pints Color Varnish.
3 pints Finishing Varnish.
1 pint Gear.
Striping Color.
Sandpaper, etc.
Paint and Varnish Remover.
Touch up color or ground.

CAR "C"

Five-Passenger Car.

Condition: About the same as Job No. 2, but Rough Stuff beginning to wear away a little.

OPERATIONS:

1st Day Cut down with fine sandpaper; touch up bad bruises with Lead Coat and Body Primer. Later in day, apply one coat Coach Body Rough Stuff reduced with turpentine to brushing consistency.

2nd Day Putty up all indentations with Glazing Putty or hand-made Lead, Whiting and Rubbing Varnish Putty.

3rd Day Sandpaper puttied spots with fine sandpaper to avoid ridges showing through succeeding coats and apply second coat of Coach Body Rough Stuff.

4th Day Rub down perfectly smooth with rubbing brick and water, and when the surface has thoroughly dried out, apply Japan Color Coat or Ground Coat. (While all

above has been going on gear has been sanded, rims and spots releaded or painted with Gear Primer and Japan Color Coat or Ground Ccoat applied.)

- 5th Day Moss off and apply coat Free-Flowing Color Varnish on both Body and Gear.
- 6th Day Moss down with curled hair and apply one more coat of Free-Flowing Color on body and gear as before.
- 7th Day Rub down Body, Hood and Fenders with felt, pumice and water. Gear with curled hair; wash off and chamois good; stripe and decorate.
- 8th Day Dust off well; flow body and hood with one good heavy coat of Finishing Varnish; gears with Perfection Gear.

FENDERS:

Are finished like the body and hood if air-drying; if baked, sand down well and bake on 2 or 3 coats of Baking Color Varnish or Black Japan as required.

TIME	MATERIAL
8 days	3 pounds Quick-Drying Color
	1 quart Turps
	3 pints Color Varnish
	3 pints Finish Varnish
	1 pint Gear Varnish
	Striping Color
	Sandpaper, etc.
	Paint and Varnish Remover
	Rough Stuff, Glazing Putty
	Rub Brick
	Touch up color or Ground

CAR "D"

Five-Passenger Car.

Condition: Cracked and scaling off.

- OPERATIONS: Burn off body with torch or Taxite to wood or metal body. Gear—burn, scrape and sand to wood and iron. Job is now as new, with exception that it has some oil in the wood, if wood body is used. Sand down well and apply (if body is wood) one coat Coach Body Primer slightly thinned with turps. (If body is metal and all hoods are) use Metal Primer. Apply Metal Primer on chassis parts.
- 1st Day
- 2nd Day Rub down on metal parts with fine steel wool or with fine sandpaper, care being taken in both cases not to cut through the Primer. Then apply one coat Coach Body Rough Stuff on body thinned to brushing consistency with Turpentine.

3rd Day Putty up all indentations with good Glazing Putty, and when dry, sand slightly over puttied parts to avoid the possibility of ridges showing through the succeeding coats.

4th Day Apply second coat Rough Stuff; no rubbing
5th Day " third " " " " "
6th Day " fourth " " " " "
7th Day " fifth " " " " "
8th Day " sixth " " " " "

Above coatings can be hurried by applying two coats in one day, early in the morning and last thing at night, but the durability is apt to suffer. However, the job will look as well when finished as if the proper time were allowed for the several coats of Rough Stuff to dry thoroughly and knit perfectly.

9th Day Rub down with rubbing brick and water and apply Japan Color Coat or Ground Color.

While the above has been going on, the Gears which have been primed are sanded down and one coat of Chassis and Gear Filler applied.

10th Day Body and Gear in this flat color state is mossed down very lightly with curled hair and one coat of Color Varnish is applied.

11th Day Moss down and apply one more coat Color Varnish or Color Varnish on body and Clear Rubbing on gear.

12th Day Rub down body with felt and powdered pumice-stone and water. Gear—moss with curled hair; stripe and decorate.

13th Day Clean off well and apply one flowing coat of Wearing Body on body, hood and fenders and one good heavy flowing coat of Gear Varnish on gears.

FENDERS:

Apply a coat of Metal Primer, if all paint is cleaned off, and over the Primer apply 2 or 3 coats Rough Stuff and rub down to a surface, then finish same as body. If fenders are Japanned, bake at required time and temperature.

TIME

MATERIAL

13 Days

3 pounds Quick-Drying Color.
1 quart Turps.
3 pints Color Varnish.
3 pints Finishing Varnish.

Colors. Turps and
Leather Dress
Body Primers
Gear Filler No. 3
Rough Stuff No. 15
1 pint Gear
Striping Color
Sandpaper, etc.
Paint and Varnish Remover.
Touch up color or ground.

NOTE:

Coach Body Primer should be allowed at least 48 hours to dry. Rough Stuff 24 hours and last coat 36 to 48 hours, and should stand 24 hours after being rubbed before Color Coat is applied, to let the water dry out thoroughly.

Ground Colors and Japan Colors will dry hard in 6 to 8 hours; but to coat over it is better to let them stand overnight.

Color Varnishes should have 36 hours between coats or before they are rubbed; 48 is better. Both coats should be water rubbed for the perfect job, though the first coat is usually haired down, and this can be done in 24 hours.

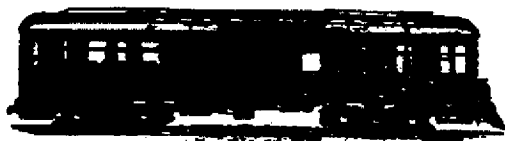
Two coats of Color Varnish are better than one coat of Color Varnish and one coat Rubbing Clear. An extra coat of Clear Rubbing can be applied over the two coats of Color Varnish and one coat of Finishing. Extra fine work—two coats Color Varnish—two coats of Rubbing, when dark color is used, and one coat Finishing Varnish.

Wood dashes that are to be finished if badly weather-beaten, should be cleaned off to the wood with Taxite; stained with Handcraft Stain Mahogany No. 700 or Walnut; 2 coats Rubbing Varnish and one Coat of Finishing Varnish. If a rubbed finish is desired, use Pale Perfection Gear for finishing and rub after 48 hours with water and pumice. Clean off thoroughly and rub over with a little raw linseed oil on a cloth.

Quantities mentioned for various jobs are only estimates, and the actual amount necessary is entirely dependable on the type of car. Varnishes and Color Varnishes are not put up in smaller packages than one-gallon cans. Where a light or delicate color, such as Cream or Gray, is used, it will be absolutely necessary that a Pale Rubbing and Finishing Varnish be used. Where darker colors are used, our regular line of Rubbing and Finishing Varnishes could be used.

STREET RAILWAY SALES DEPARTMENT

REPRESENTATIVES' CONFIDENTIAL PRICE-LIST



B-55 d

0007-SWP-000010566

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STREET RAILWAY VARNISHES

FINEST DURABLE RAILWAY VARNISH

For finishing-coats on cars. This varnish is very durable. A beautiful working piece of goods. It flows out smoothly and evenly and dries with a rich, full gloss. Is pale in color.

Per gallon.....*0.22*.....\$4 00

DURABLE RAILWAY BODY VARNISH

For finishing-coats on cars. Has superior working qualities. Is a little quicker and harder drying than the above, nevertheless exceedingly durable and will give entirely satisfactory results.

Per gallon.....*0.23*.....\$3 00

FINEST DURABLE RAILWAY RUBBING VARNISH

For under-coats on cars. Tough and durable. Dries hard so that it can be rubbed in three days without danger of sweating.

Per gallon.....*0.24*.....\$3 50

DURABLE RAILWAY RUBBING VARNISH

For under-coats on cars. Works easily, hardens so as to rub in 2 days.

Per gallon.....*0.25*.....\$2 75

DURABLE INSIDE RAILWAY VARNISH

For interiors of cars. A pale varnish. Works well under the brush. Dries and hardens quickly and with a full gloss. Can be rubbed. For best results use over the Sherwin-Williams Filler (paste).

Per gallon.....*0.39.7*.....\$2 75

EXPOSED CAR SEAT VARNISH

Made expressly for varnishing wooden seats of cars which are exposed to the weather. Dries quicker and harder than finishing varnish, and is more durable than ordinary rubbing varnish.

Per gallon.....*0.38.2*.....\$2 75

GOLD SIZE JAPAN

A superior article, very economical owing to its strength and is perfectly safe to put in any mixture. It is a binder that can be used with delicate colors and will facilitate the drying of all under-coats. It is the best possible size for gilding—safe and certain.

Per gallon.....*0.48*.....\$2 50

IMPERIAL COACH JAPAN

Will dry oil in from 12 to 18 hours, and by itself on glass, becomes dust-free in 20 minutes. It does not become brittle and is an absolutely satisfactory article for use in the car-shop. In the manufacture of rough-stuff, it shows a remarkable tendency to hold the filler in suspension indefinitely, and it is so exceedingly elastic that it uniformly prevents cracking of the under-coats. Its pale color makes it particularly adaptable for light colors.

Per gallon.....*0.46*.....\$1 65

COACH-PAINTERS' JAPAN

For drying and hardening paints and colors. Especially adapted for use of car-painters. A thoroughly reliable article.

Per gallon.....*0.49*.....\$1 60

COACH JAPAN

For use in oil colors. A strong and reliable drier which mixes perfectly with oil.

Per gallon.....*0.22*.....\$1 25

RAILWAY JAPAN No. 89

A high-grade S-W Specialty which we wish to push for general railway use.

Per gallon.....028.....\$1 25

RAILWAY DRIER No. 86

A strong, reliable, economical and uniform drier which will mix readily with oil and will not curdle or separate. Only one part of No. 86 Drier to 20 parts raw linseed oil is required to secure perfect drying.

Per gallon.....0229.....\$ 80

DURABLE OUTSIDE DEPOT VARNISH

A rough, elastic varnish which will withstand the most severe exposure. Especially suitable for doors and all outside work.

Per gallon.....01.....\$2 25

DURABLE INSIDE DEPOT VARNISH

Adapted to all interior work. It is durable, flows out smoothly and evenly, and dries with an excellent gloss.

Per gallon.....02.....\$1 85

DURABLE DEPOT FLOOR VARNISH

This varnish is positively unexcelled. It dries overnight and can be walked on next day. An extra day should be given where used on floors of crowded waiting-rooms. It is tough and durable, will stand great wear and repeated scrubbing.

Per gallon.....09.....\$2 00

FINEST TURPENTINE ASPHALTUM

A strictly pure turpentine asphaltum, made from finest black asphaltum and pure spirits turpentine. For use on fenders, trolley-poles, etc., where a good grade of asphaltum is desired.

Per gallon.....097.....\$1 25

"A" ASPHALTUM

A low-priced piece of goods for use on fenders, trolley-poles, etc.

Per gallon.....0715.....\$ 50

Low limit in barrels.....

FENDER BLACK

Put up in 1 and 5-gallon cans, and barrels

A popular black for fenders, draw-bars, etc., where a quick-drying, high lustre black is desired at a moderate cost.

Per gallon.....0700.....barrels 30 5s 35 1s 40

PREMO DRYING OIL

Put up in barrels (Price subject to change)

A thinning oil for freight-car paint and similar articles, to be offered where it is desirable to use some kind of a prepared oil, but should never be recommended in place of linseed. Best results are secured when used 1 to 1.

Per gallon.....062.....\$ 30 60

PERFECT METHOD PAINT OIL

A low-priced thinning oil. Can be used as described above.

Per gallon.....0100.....\$ 40

MARVELAC

For a first-coater where shellac is usually used. It is better and more economical to use because it has greater covering capacity, is easy to apply, leaves no brush-marks and is not affected by moisture. Use only one coat and follow with varnish.

Per gallon.....0875.....\$1 50

MISSION-LAC

Answers the same purpose as shellac, used with wax, does not turn white when subjected to moisture, will not grow thick like shellac when used in draughts of air, works easily, does not show laps or streaks, dries dust-free in 1 hour, and hard in 24 hours.

Per gallon.....0679.....\$1 50

VELVET FINISH

For interior finishing reproduces the same effect as an oil-rubbed job. Should be applied as a finishing-coat over previous coats of varnish which have been used in bringing up surface. As there is no wax in composition, can be refinished in same way.

Per gallon.....7539.....\$2 35

TAXITE (SEMI-LIQUID)

Put up in gallon cans

Saves time, labor and money. Will remain and act on upright surfaces and ceilings. Does not raise the grain, nor stain or injure in any way, wood surfaces on which it is applied. Brush on a thick coat; let stand 10 to 20 minutes, scrape and clean with benzine, gasoline or wood-alcohol; apply a second coat before scraping if necessary on account of thickness of old paint and varnish.

Per gallon.....74.....\$1 50

TAXITE (SEMI-PASTE)

To be used for same purpose as above.

Per gallon.....\$1 50

INSULATING VARNISHES AND IMPREGNATING COMPOUNDS

AJAX INSULATING CLEAR ELASTIC BAKING

Is a light-colored baking varnish which can be used very satisfactorily for either brushing or dipping purposes. It is very elastic, has remarkable heat-resisting and good penetrating and binding qualities. This varnish bakes in from 5 to 7 hours at 180 to 200 degrees Fahrenheit. It will air-dry in about 24 hours. If found too heavy in consistency, thin with benzine.

Per gallon.....	0.946	1s 1 25	5s 1 10	barrels 1 00

AJAX INSULATING BLACK ELASTIC BAKING

Is a black baking varnish which possesses very high powers of insulation. It is very elastic and will retain its elasticity under long continued heat. Is oil and moisture-proof and bakes in from 7 to 10 hours at 180 to 200 degrees Fahrenheit.

Per gallon.....	0.670	1s 1 20	5s 1 05	barrels 95

AJAX CLEAR QUICK BAKING

For quick repairs to motor, transformer and generator windings. Bakes in 3 hours at 200 degrees Fahrenheit. Is oil and water-proof, elastic and a high insulator. Acid-proof and free from acids.

Per gallon.....	0.1146	1s 1 10	5s 1 00	barrels 90

AJAX INSULATING BLACK QUICK BAKING

Is similar in general character to above except that it bakes quicker, viz., in from 2 to 3 hours at 180 to 200 degrees Fahrenheit. Is especially adapted where it is desired to turn work out in a short time. It has very good insulating qualities, is oil and moisture-proof and very elastic for a quick-baking varnish.

Per gallon.....	0.246	1s 1 10	5s 1 00	barrels 90

AJAX INSULATING CLEAR AIR-DRYING

Is similar in character to Ajax Clear Baking except that it will dry in 5 to 6 hours at 70 degrees Fahrenheit without the necessity of baking. It is suitable for quick repairs and can be dipped or brushed. This varnish is oil and moisture-proof and possesses high insulating qualities.

Per gallon.....	0.553	1s 1 05	5s 95	barrels 85

AJAX INSULATING BLACK QUICK AIR-DRYING

Is designed for use on repairs and can be either brushed or dipped. It dries sufficiently hard to handle in a half-hour at 70 degrees Fahrenheit without the necessity of baking. It is moisture-proof and retains its flexibility under long continued heat in service.

Per gallon.....	0.791	1s 90	5s 80	barrels 70

AJAX FINISHING BLACK AIR-DRYING

Is intended as a finishing-coat on armatures, field-coils, etc. It produces a black, glossy surface, which is impervious to oil. It dries quickly and can be used as a finishing-coat for apparatus in service.

Per gallon.....	0.1137	1s 1 80	5s 1 35	barrels 1 25

AJAX OIL-PROOF IMPREGNATING COMPOUND

Is designed especially for use in the vacuum drying and impregnating process of treating electrical coils. It is oil and moisture-proof, has good insulating qualities, is chemically inert, will not attack the copper or injure cotton in any way. Coils treated are not affected by vibration or sudden jars. These goods have a drip point of 200 to 210 degrees Fahrenheit, and are quite fluid at 270 to 290 degrees Fahrenheit, which is as high a temperature as it is safe to run the treating tanks.

Per pound.....*0.874*.....\$ 15

AJAX IMPREGNATING COMPOUND, BLACK

Is of the same general character as Ajax Oil-Proof Compound except that it is not absolutely insoluble in oil. Has good insulating qualities, is moisture-proof, and as it is chemically inert, will not attack the copper or injure cotton in any way. These goods have a drip point of 210 to 220 degrees Fahrenheit, and are quite fluid at 270 to 290 degrees Fahrenheit, which is as high a temperature as it is safe to run the treating tanks.

Per pound.....*0.965*.....\$ $5\frac{1}{2}$

AJAX IMPREGNATING COMPOUND REDUCERS

Used for reducing Impregnating Compounds and to maintain drip point at any degree desired. These reducers are non-volatile, non-oxidizing and non-inflammable. As a reducer for Black Impregnating Compound, specify No. 1 Reducer. As a reducer for Oil-Proof Impregnating Compound, specify No. 2 Reducer.

Per gallon.....*6.1032*..... $5\frac{1}{2}$ barrels
75 60

UNDERWRITERS INSULATING BLACK ENAMEL, ACID-RESISTING

For use as a protective coating on poles which are set into the ground, for the boxing on third-rail systems and similar uses.

Per gallon.....*7.1*..... $1\frac{1}{2}$ barrels
70 65 60

PASSENGER EQUIPMENT

THE SHERWIN-WILLIAMS METHOD OF SURFACING CARS

Put up in 1 and 5-gallon cans

The Primer is intended for first coat on new wood or on burnt-off cars. It should be allowed to stand 2 days, on the second of which the car may be puttied. In most cases three coats of Surfacer should be applied, allowing a day for each coat. Use Surfacer Dark under reds, greens and all dark colors; Surfacer Light or Surfacer Extra Light under yellows and light colors. Both Primer and Surfacer may be thinned with pure spirits turpentine, using not more than a quarter pint to a gallon.

		per gal.
S-W Co. Car Primer	79 23	\$2 50
S-W Co. Car Surfacer, Dark	40 97	2 50
S-W Co. Car Surfacer, Light	40 97	2 50
S-W Co. Car Surfacer, Extra Light	40 63	2 50

SANDING SURFACER

Put up in 1 and 5-gallon cans

We do not recommend these goods as being so durable as a rub system. They can be used, however, by those accustomed to sanding, with better results than other materials offered for use in the same way. They should be applied exactly as S-W Co. Car Surfacer, the only difference being that sandpaper, instead of rubbing stone, is used for getting the surface.

		per gal.
Sanding Surfer, Dark	90 12	\$2 50
Sanding Surfer, Light	90 17	2 50

BODY LEVELING COAT

Put up in 5, 10 and 25-pound pails

The Sherwin-Williams Body Leveling Coats are for use where a knifing system of surfacing is preferred. The color to be used depends on the color the cars are to be finished with.

		per lb.
Body Leveling Coat, Black	8 15	12
Body Leveling Coat, Red	8 15	12
Body Leveling Coat, White	8 15	12
Body Leveling Coat, Yellow	8 15	12

STREET RAILWAY CAR BODY COLORS, QUICK-DRYING

St. Ry. Cat. No.	Put up in 5 and 10-pound pails and 5-pound press cans	per lb. net weight
500	44 45	\$ 25
501	45 60	30
502	46 60	25
504	43 60	30
505	44 60	30
507	45 60	30
508	46 60	30
510	47 60	22
511 Chrome Yellow, Dark Orange	1 10 8 1	30
513 Chrome Yellow, Light	1 10 8 1	30
514 Chrome Yellow, Medium	1 10 8 1	30
515 Chrome Yellow, Orange	1 10 8 1	30
519	45 60	40
520	46 60	30
521 Extra Coach Green, Light	1 10 8 1	30
522 Extra Coach Green, Medium	1 10 8 1	30
523 Extra Coach Green, Dark	1 10 8 1	30
524	45 60	30
526	46 60	35
528	47 60	32
530 (No groundwork necessary)	1 10 8 1	95
532 (Use Special Red Ground No. 570)	40 56	45
533 (Use Special Red Ground No. 571)	41 56	75
534 (Use Special Red Ground No. 571)	42 56	75
536 (No groundwork necessary)	43 56	45
538 French Carmine Light (Glaze)	44 56	3 25
543	45 56	25
544	46 56	30
545	47 56	30
546	48 56	45

STREET RAILWAY CAR BODY COLORS, QUICK-DRYING—Continued

St. Ry. Cat. No.	Put up in 5 and 10-pound pails and 5-pound press cans	per lb. net weight
547	8006	60
548	4588	25
549	8008	60
551 (Use Special Red Ground No. 570)	4584	60
552 (Use Special Red Ground No. 570)	8003	60
553 (Use Special Red Ground No. 571)	4565	45
554	4647	40
556	4527	40
557	8013	40
558	4713	40
559	4713	25
560 Cadmium Yellow	8095	3 75
561	8390	22
565	4751	22
566	8133	22
567	4670	25
569	8826	35
570 Special Red Ground No. 570	4870	27
571 Special Red Ground No. 571	4871	27

SPECIAL TRACTION COLORS, QUICK-DRYING

Put up in 5 and 10-pound pails and 5-pound press cans

These are the best colors, each of its kind, possible to produce. It is desirable both from the customer's standpoint and our own that these be sold for car body work wherever possible.

		per lb. net weight
Special Traction Green	8012	30
Special Traction Orange	4461	30
Special Traction Red	4765	50
Special Traction Yellow	4387	30
Traction Red Ground	4871	27

HEAD LINING COLORS

Put up in varnish, in gallon cans; in paste form in 5-pound pails.

These colors are selected with special reference to their adaptability for car ceiling work. Furnished in japan or varnish.

		per gal. in varnish liquid	per lb. paste net weight
588	7453	2 25	80 20
589	7454	2 25	80 20
590	7455	2 25	80 20
591	7456	2 25	80 20
592	7457	2 25	80 20
593	7458	2 25	80 20
594	7459	2 25	80 20
595	7460	2 25	80 20
596	7461	2 25	80 20
597	7462	2 25	80 20
598	7463	2 25	80 20
599	7464	2 25	80 20

TRUSS-PLANK ENAMELS

Put up in gallon cans

Is an easy-working varnish paint. Will cover perfectly one coat over a previously painted surface, and is very durable. For use on truss-planks, heater-pipes, foot-rests, etc.

		per gal.
2108	7453	81 00
2109	7454	1 00

TRUCK AND PLATFORM COLORS

Japan and oil paste put up in 5 and 10-pound pails.

Varnish, High Gloss and Protective Grades put up in gallon cans.

These Colors are furnished, ready for use, in 3 grades, *Standard Truck Color in Varnish*, *High Gloss Truck Color* and *S-W Protective Truck Paint*. They are also furnished in paste form in japan, and in oil.

St. Ry.		per lb. in oil paste	per lb. in japan paste	per gal. in varnish liquid	per gal. "High Gloss" liquid	per gal. Protective liquid
Cat. No.		net weight	net weight			
601	3587	14 1423	17 6050	2 25 6331	1 50 7475	1 30
604	3546	14 1439	22 6070	2 50 6254	1 50 7671	1 20
613	3552	14 126	17 6526	2 25 6791	1 50 771	1 20
614	3588	14 8475	17 7191	2 25 7102	1 50 771	1 20
615	3596	14 8477	17 7194	2 25 7241	1 50 771	1 20
616	3454	14 8476	17 7193	2 25 7515	1 50 771	1 20

HAND-RAIL BLACK IN VARNISH

Dries quickly and hard with a beautiful enamel-like finish. For hand and guard rails, brake-wheels, controllers and all such metal parts as require an excellent finish.

Per gallon..... ~~5.50~~ **6.371**..... **\$2.60**

LUSTRAL BLACK

For same purposes as above, only lower in price.

Per gallon..... **6.371**..... **\$1.50**

PASSENGER-CAR BLACK VARNISH

An excellent black of asphaltum character. Although moderate in price, can be used with perfect assurance of good results. We prefer, however, to sell above.

Per gallon..... **6.310**..... **\$.75**

STREET-CAR ROOF PAINTS

Very durable. Not affected by extremes of heat and cold. Suitable for canvas, wood and metal roofs.

		barrels	A	B
			5s	1s
650 White	390	155	155	155
651	9677	150	150	150
652	9677	150	150	150
653	9677	150	150	150
655	9677	150	150	150
658	9677	150	150	150
662	9677	150	150	150
663	9677	150	150	150
664	9677	150	150	150
665	9677	150	150	150
666	9677	150	150	150
667	9677	150	150	150
668	9677	150	150	150

FLOOR PAINTS

Put up in 1 and 5-gallon cans

		per gal. Var. Floor Comp.	per gal. St. Car Floor Pt.
683	9677	1 50	1 30
684	9677	1 50	1 30
685	9677	1 50	1 30
686	9677	1 50	1 30
687	9677	1 50	1 30
688	9677	1 50	1 30

Varnish Floor Composition—Much superior to what has been offered for this purpose in the past. The liquid used is an exceptionally hard varnish which dries with a high lustre and gives a tough, firm surface that will withstand the hardest usage.

Street-car Floor Paint—A little less in cost than the above, dries overnight with a hard, elastic surface, is free from tack and has great covering capacity.

ALUMINUM PAINT "BRIGHT AS SILVER"

For engines, radiators, steam-pipes, etc. Is unaffected by extreme heat or cold, moisture or lubricating oil. Is anti-corrosive, preserves its brilliancy, is easily applied, and dries quickly. The only one made that is free from all offensive odor.

$\frac{1}{4}$ pts.	$\frac{1}{2}$ pts.	pts.	qts.	gals.
15	30	60	95	3-00 3.25

LIQUID GOLD

A gold paint suitable for pipes, seat-arms, etc.

$\frac{1}{4}$ pts.	$\frac{1}{2}$ pts.	pts.	qts.	gals.
30	60	90	1 70	6 50

RATTAN SEAT ENAMEL

Put up in gallon cans

For renovating rattan seats. Imitates the natural color. Dries hard overnight. Under all ordinary conditions one coat will answer.

Per gallon.....6.25 6.50.....\$2 50

HANDCRAFT STAINS

Put up in gallon cans

Regular Shades.....\$2 00

MISCELLANEOUS

COACH AND CAR WHITE LEAD

Put up in 50 and 100-pound kegs

Strictly pure white lead for general railway use, ground in a specially prepared and clarified pure raw linseed oil.

Per pound.....1.9..... $\frac{1}{4}$ c above Market Price

OLD DUTCH PROCESS WHITE LEAD

Put up in 25, 50 and 100-pound steel kegs

Strictly pure white lead for all purposes where a good white lead is desired.

Per pound.....1.6.....Market Price

METAL POLE PAINTS

Put up in 1 and 5-gallon cans and barrels

Metalastic No. 4 is made of pigment approximately 95 per cent pure graphite, and is greatly superior to all other graphite paints on the market.

(Metalastic No. 3 and 6 should be reduced with one gallon pure boiled linseed oil to each gallon of paint.)

		barrels	5s	1s
<i>London Graphite</i>	Metalastic No. 4, liquid.....	1 20	1 25	1 30
	Metalastic No. 4, Brown, liquid.....	1 20	1 25	1 30
	Metalastic No. 4, Black, liquid.....	1 20	1 25	1 30
<i>Standard M. P. H. S.</i>	Metalastic No. 3, Gray, semi-paste.....	1 35	1 40	1 45
" " "	Metalastic No. 3, Green, semi-paste.....	1 35	1 40	1 45
" " "	Metalastic No. 3, Olive Green, semi-paste.....	1 35	1 40	1 45
" " "	Metalastic No. 3, Red, semi-paste.....	1 35	1 40	1 45
" " "	Metalastic No. 3, Black, semi-paste.....	1 20	1 25	1 30
	Metalastic No. 3, Brown, semi-paste.....	1 20	1 25	1 30

SPECIAL POLE PAINTS

FOR USE ON WOODEN POLES

Put up in 1 and 5-gallon cans and barrels

St. Ry. Cat. No.		per gal.
000 White.....	58.55	1.05
001 Olive Green, L.....	58.59	1.05
002 Drab.....	57.41	1.05
003 Black.....	47.71	1.05
004 Bronze Green.....	46.61	1.05
005 Olive Green, D.....	58.61	1.05
006 Dark Green.....	58.52	1.05
007 Bright Red.....	54.91	1.05
008 Maroon.....	53.60	1.05
009 Bright Green.....	54.60	1.05

The above are furnished ready for use.

STANDARD DEPOT PAINTS

Put up in 1 and 5-gallon cans and barrels

For inside and outside use on waiting-rooms, offices, park pavilions and all buildings.

		barrels	5s	1s
2500 Outside Gloss White.....	59.6	1 05	1 10	1 15
2501 Flat White.....	58.6	1 05	1 10	1 15
2512.....	56.6	1 05	1 10	1 15
2524 Cardinal Red.....	46.0	1 05	1 10	1 15
2518 Inside Varnish White.....	45.0	1 05	1 10	1 15
2524.....	41.8	1 05	1 10	1 15
2535 All other shades (see Railroad list).....		1 05	1 10	1 15

FLAT-TONE

Especially designed for use on walls, ceilings and interior woodwork of depots, office buildings, etc. This will produce the rich, velvety effects so much desired. It should also be recommended as a ground color for enamels. For directions for use, see color-card.

		per gal.
Aurora Yellow.....	15.200	1.00
Bright Sage.....	15.197	1.00
Buff.....	15.186	1.00
Buff Stone.....	15.193	1.00
Cocoonut Brown.....	15.189	1.00
Cream.....	15.187	1.00
*Delft Blue.....	15.404	1.00
Forest Green.....	15.407	1.00
French Gray.....	15.406	1.00
*Fresco Green.....	15.314	1.00
Golden Brown.....	15.202	1.00
Ivory.....	15.186	1.00
Lichen Gray.....	15.188	1.00
Maple Green.....	15.198	1.00
Old Gold.....	15.190	1.00
Pale Azure.....	15.197	1.00
Pale Olive.....	15.196	1.00
Pearl Gray.....	15.191	1.00
*Pompeian Red.....	15.407	1.00
*Rich Maroon.....	15.403	1.00
Shell Pink.....	15.194	1.00
Silver Gray.....	15.195	1.00
Tan.....	15.195	1.00
Terra Cotta.....	15.205	1.00
White.....	15.185	1.00

Colors marked * are put up in quart cans only.

PRESERVATIVE SHINGLE STAINS MADE WITH CREOSOTE

	1s	5s	barrels
A20 to A22.....	60	50	40
B41 to B48.....	80	70	60
C71 to C83.....	95	85	75

Low limit discount..... per cent

ENAMELOID

Put up in gallon cans

Per gallon.....	\$1 75

VARNISH STAINS

Put up in $\frac{1}{4}$, $\frac{1}{2}$ and gallon cans

Imitates the color of the wood named. Can be used over raw wood or light-colored painted surfaces. Stains and varnishes at one operation. Where surfaces have been previously painted, are dark or irregular in color, best results can be obtained by applying the Stain over a coat of Varnish Stain Ground.

	per gal.
Cherry.....	2.00
Dark Oak.....	2.00
Ebony.....	2.00
Green.....	2.00
Ground.....	2.00
Light Oak.....	2.00
Mahogany.....	2.00
Rosewood.....	2.00
Walnut.....	2.00

THE SHERWIN-WILLIAMS WOOD PASTE FILLERS

Put up in 1 and 5-pound cans

For filling open-grained woods. Works thoroughly into the pores. Does not swell or raise the grain of the wood. Can be knifed.

	per lb.
Antique Oak.....	8
Golden Oak.....	8
Mahogany.....	8
Oak.....	8
Red Oak.....	8
Walnut.....	8

PREPARED GRAINING COLORS

Put up in 1 and 5-pound cans		
Finely ground in linseed oil		
Ash	86	per lb.
Cherry	101	15
Chestnut	100	15
Dark Oak	97	15
Light Oak	96	15
Mahogany	101	15
Maple	96	15
Walnut	95	15

STANDARD BRIDGE PAINTS

Put up in 1 and 5-gallon cans, and barrels				
		barrels	5s	1s
Metastatic Black, Black, semi-paste	5658	1 20	1 25	1 30
Metastatic Black-Brown, semi-paste	5658	1 20	1 25	1 30
Metastatic No. 3, Gray, semi-paste	5772	1 35	1 40	1 45
Metastatic No. 3, Green, semi-paste	5777	1 35	1 40	1 45
Metastatic No. 3, Red, semi-paste	5776	1 35	1 40	1 45
Metastatic No. 3, Olive Green, semi-paste	5779	1 35	1 40	1 45
Mineral Paint, 2090, Brown, semi-paste	9609		36 70	
Mineral Paint, 2091, semi-paste	9609		36	
Mineral Paint, 2092, Red, semi-paste	9987		36	
(The above require to be reduced with one gallon of pure boiled linseed oil to each gallon of paint.)				
		barrels	5s	1s
Liquid Red Lead, liquid	5479			
Metastatic No. 1, liquid	5998	1 30	1 35	1 40
Metastatic No. 4, liquid	489	1 20	1 25	1 30
Metastatic No. 6, liquid	5986	1 20	1 25	1 30
Metastatic No. 8, Black, liquid	5891	1 20	1 25	1 30
Metastatic No. 8, Brown, liquid	5995	1 20	1 25	1 30

PERFECT METHOD RED LEAD NO. 1, IN OIL (SEMI-PASTE)

Put up in 1 and 5-gallon cans and ½ barrels				
Made of pure red lead pigment ground in pure linseed oil. Will keep absolutely in suspension; to be thinned by addition of linseed oil.		½ barrels	5s	1s
	15552	2 25	2 30	2 35

PERFECT METHOD RED LEAD NO. 2, IN OIL (SEMI-PASTE)

Put up in 1 and 5-gallon cans and ½ barrels				
Ground in pure vegetable oils, to be reduced by addition of ½ gallon to a gallon of thinner. Will produce splendid results and stay absolutely in suspension.		½ barrels	5s	1s
	15552	1 50	1 55	1 60

TARGET COLORS

Put up in self-sealing quart cans		
A high-gloss varnish finish. Permanent colors. Easy-working and very durable.		
Safety Red in varnish	525	per gal.
Safety Red, L., in varnish	757	3 50
Target Black, in varnish	7141	2 50
Target Green, in varnish	524	2 50
Target White, in varnish	7243	3 00
Target Yellow, in varnish	6486	3 00

FLAXOAP

An absolutely pure linseed oil soap, especially adapted for the cleaning of cars, wood-work, etc. Contains no animal fat or free alkali.		
	barrels	½ barrels 100-lb. kegs
	5	4 ½ 5

POWER-HOUSE SPECIALTIES—MACHINE PAINTS

Put up in 25-pound pails, 100-pound kegs and barrels

For use as a priming-coat on new engines or machinery where the surface is in smooth condition.

Thin for use with pure spirits turpentine. If desirable to hasten the drying the necessary japan should be added to the paint before thinning.

Black.....	6.4	per lb.	6 1/4
Red.....	6.5		7
Steel Color—A, B, C, D, E.....	6.5-6.1-6.4-6.3-6.4		6 1/2
White.....	3.48		7

MACHINE FILLERS

Put up in 25-pound pails, 100-pound kegs and barrels

For getting a surface on rough work. Prime with S-W Machine Paint. Then apply the Filler. It may be thinned with pure spirits turpentine for brush work or may be applied heavy with a broad glazing or putty-knife.

Black.....	6.6	per lb.	7
Maroon.....	3.7		8
Red.....	3.4		8
White.....	2.5		8

LUSTRAL ENAMELS

Put up in 1 and 5-gallon cans

A varnish paint of exceptional free-working quality especially adapted for painting engines, dynamos, etc., where a rich, elastic gloss finish is desired. Has large covering capacity. Dries in 6 to 8 hours.

Vermilion and Maroon should be applied over a uniform ground of suitable color.

Black.....	6.7	per gal.	\$1.50
Green, L.....	6.7		1.50
Green, D.....	6.7		1.50
Indian Red.....	6.4		1.50
Maroon, D.....	6.4		1.50
Rich Red.....	6.4		2.00
Steel Gray.....	6.4		1.50
Vermilion.....	6.4		2.00
Brown.....	6.4		1.50

FURNACE BLACK

Put up in 1 and 5-gallon cans and barrels

For parts of smoke-stacks, boiler-fronts, etc., exposed to extreme heat.

Per gallon..... \$1.00

CEMENT FLOOR PRIMER

Put up in 1 and 5-gallon cans

Thoroughly seals the surface and holds up succeeding coats. Dries in from 24 to 36 hours.

Per gallon..... \$1.50

THE SHERWIN-WILLIAMS COLORS—DISTEMPER FRESCO

Ground in water without size

Put up in 1-pound sealed glass jars

All regular colors.....	per jar	12

STENCIL WHITE

For lettering freight-cars. Will not chalk, flake, nor scale. Whiter than the average lead. Put up in only 25-pound pails

Stencil White.....	15	per lb.	7 1/2

STENCIL BLACK

Expressly designed for stenciling refrigerator and line cars.

Stencil Black..... *3446* 24

STANDARD SIGN-BOARD WHITE

Put up in 1 and 5-gallon cans and barrels

Made expressly for the purpose indicated. A very superior article of exceptional covering and spreading capacity, and very durable.

Standard Sign-Board White..... *345*
barrels 5s 1s
~~1 65~~ ~~1 70~~ ~~1 75~~

DECO-PASTE

A washable, sanitary and durable cold-water paint for interior use

Put up in 1 and 5-gallon cans and barrels

Ground in processed vegetable oils, to be thinned by addition of water.

Special colors on request

	barrels	5s	1s
White..... <i>5340</i>			
Ivory..... <i>5340</i>			
Silver Gray..... <i>5340</i>			
Cream..... <i>5340</i>			
Buff..... <i>5340</i>			
Bright Sage..... <i>5340</i>			
Pale Azure..... <i>5340</i>			
Cocoanut Brown..... <i>5340</i>			
	90	95	1 00

BRAS-BRITE

A liquid metal polish

Put up in quarts, $\frac{1}{2}$ gallons and gallon packages

An excellent polish for brass, copper, nickel, silver, etc.

..... *1255*
qts. $\frac{1}{2}$ g 1g
30 40 70

S-W DECOTINT WALL FINISH

Ready for use when mixed with cold water

The goods are sanitary, absolutely non-poisonous and contain no alkali, acid or anything which may be injurious to the health. They possess splendid covering capacity (one pound covers from 60 to 100 square feet, according to the nature of the surface to be coated), and cover well with one coat. Should it be necessary to apply a second coat, this can be safely done as soon as the first coat has become thoroughly dry. For colors and more information, see color-card.

	5-lb. pkgs.	100-lb. kegs	barrels
Tints, No. 1 to 16.....	7	5 $\frac{1}{2}$	5
White.....	6	4 $\frac{1}{2}$	4

Net prices per pound

S-W PERMENTO

Cold-water paint for outside use

Permento is especially suited for use on the exterior of buildings. Five pounds of Permento, when mixed with cold water to the proper consistency, will make one gallon of paint which will cover about 200 square feet of any average surface. For colors and more information, see color-card.

	5-lb. pkgs.	50-lb. kegs	100-lb. kegs	200-lb. bbls.	400-lb. bbls.
White.....	7	6 $\frac{1}{2}$	6	5 $\frac{1}{2}$	5
Color Nos. 2, 3, 4, 5, 6, 7, 9, 10, 11, 12, 13, 15, 17, 18, 19, 20, 21.....	8	7 $\frac{1}{2}$	7	6 $\frac{1}{2}$	6
1, 8, 14, 22.....	9	8 $\frac{1}{2}$	8	7 $\frac{1}{2}$	7
16.....	10	9 $\frac{1}{2}$	9	8 $\frac{1}{2}$	8
Black.....	10	9 $\frac{1}{2}$	9	8 $\frac{1}{2}$	8
23.....	12	11 $\frac{1}{2}$	11	10 $\frac{1}{2}$	10

Net prices per pound

S-W FACTORY COATING

Cold-water paint for inside use

Specially made for the inside coating of warehouses, power-houses, etc.
Five pounds of powder will make a gallon of paint which will cover about 200 square feet.

Barrels..... 3

Net price per pound

FIRST QUALITY OIL COLORS

Put up in 1 and 5-pound cans, 12½ and 25-pound pails

BLACKS

		per lb. net weight
Ivory Drop.....	2.15	17
English Coach.....	2.15	17
Sign Painters.....	1.92	22
Lamp.....	2.16	20

BLUES

Prussian.....	2.19	40
Ultramarine.....	2.19	25

BROWNS

Raw and Burnt Turkey Umber.....	2.21	17
Raw and Burnt Italian Sienna.....	2.23	18
Vandyke.....	2.25	17

GREENS

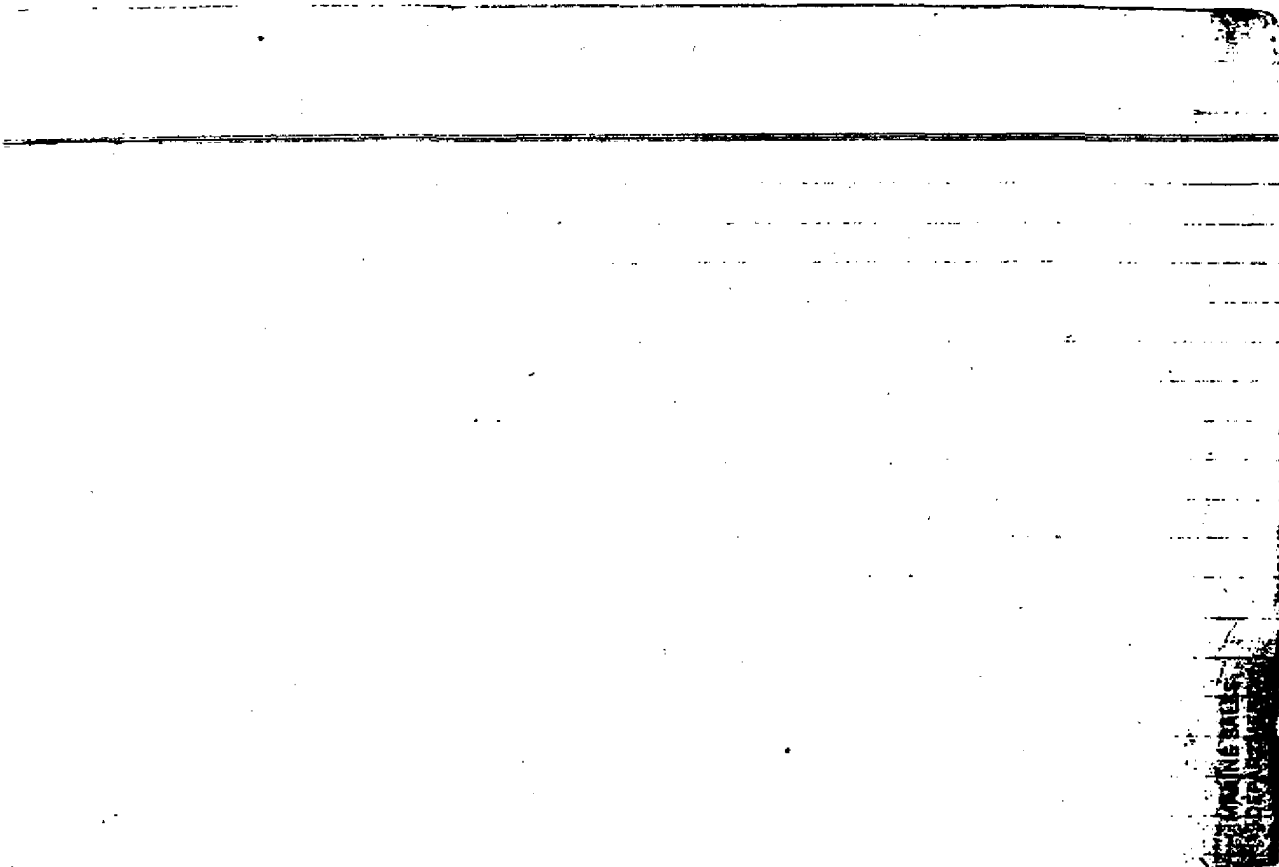
Paris.....	2.11	29
Chrome, L., M. and D.....	2.21	17
French Crown, L., M. and D.....	2.21	17

REDS

Safety.....	3.46	50
Orinoco Vermilion.....	2.17	34
English Vermilion.....	2.17	90
English Rose Lake.....	2.17	34
English Rose Pink.....	2.17	23
Tuscan.....	2.17	19
Bright Tuscan.....	2.17	22
Permanent Tuscan.....	2.17	30
Indian.....	2.17	16
English Venetian.....	2.17	11

YELLOW

Chrome, L., M. O. and DO.....	2.21	23
Golden Ochre.....	2.21	16
Yellow Ochre.....	2.21	11



0007-SWP-000010583

0007-SWP-000010584

R.R. Bulletin #15

Jan. 3rd, 1916

Subject:- Marine Business.

Per A. Larkins.

I quote below bulletin received from Mr. Maury, relative to Marine business:

"More than one hundred and fifty ocean-going Merchant ships are now being built in American Ship Building Yards for American merchants, and all the big ship builders have orders that will keep them busy for eighteen months. This increase in ship building is in direct contrast to the condition a month before the war when but twelve vessels were being built in American ship yards. It is absolutely necessary, therefore, that we give this business particular attention by going after, not only the ship yards, but the owners as well, on our full line of Marine Finishes.

We wish to call your attention to our Best-top Paint, Rx 16360, which we will be willing to sell at \$1.25 per gallon in fives.

We have established new prices on our Anti-Fouling Composition for steel bottoms, as follows:

- No.1 - First Coat(Brown) Anti-corrosive, Rx 55, \$1.50 per gal. in five gallon drums.
- No.2 - Second Coat(Red) Anti-fouling, Rx 56, \$2.75 per gal. in five gallon drums.

These prices are in line with prices being charged by competitors for similar products and should give us an opportunity to secure some of this business.

We call attention also to our Copper Paints on which we wish strenuous efforts exerted, and if the prices on our Brown, Green and Red as listed in our Trade Sales List on page 676, are too high, we can sell our Atlantic Copper Paint Brown, Rx 5884, at \$1.40 in gallons, which price should meet all competition on Copper Paint under existing conditions of the high cost of the raw materials of which Copper Paint is made.

Our Marine Line is complete and our prices are right.

We have just added a new Liquid Red Lead to our line, Rx 16352, price \$1.50 per gallon, the pigment being 50% Red Lead. We are selling this with entire satisfaction to a great many customers, and it will give us a splendid opportunity to secure an opening wedge with many of the large ship building concerns.

Please give your attention to the development of our Marine business during the coming Spring, and report promptly any instances wherein special prices or special goods may be required. Do not, however, make any contract without first taking the matter up with this office."

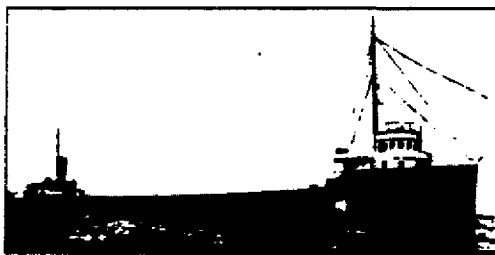
Yours very truly,


Railway Sales Dept.

DET-24

MARINE SALES DEPARTMENT

REPRESENTATIVES' CONFIDENTIAL PRICE-LIST



D-55 c

0007-SWP-000010586

Railway and Marine Sales Department

No. 462

November 24, 1915

Advance in Prices

Effective immediately the following advances and prices on products listed in the Railway, Street Railway and Marine Sales sections of the Price-list are in effect. This is in addition to advances announced in our bulletin No. 461 dated November 18th.

Stencil White, Rex 9, Page 413 - Advance 1¢, new Price 8¢

Concrete Wall Finish, Rex 15392, Page 416 - Advance 10¢, making the new prices:

	1s	5s	bbls.
White	\$1.50	1.45	1.40
Colors	\$1.40	1.35	1.30

Concrete Floor Paint, Page 417 - Advanced 10¢, per gallon making the new price - \$1.40

For Railway business ONLY this advance does not cover Red, Rex 453, the price of which remains \$1.30 as before.

Preservative Shingle Stain, Page 417, are not as now listed - no discount.

Enameloid, Page 417

White and) - Advance 65¢, making new price \$2.40
Regular Colors)

Wine and)
Carmines) - Advance 50¢, making new price \$3.00.

High Gloss Wall and Ceiling Finish, Page 418 - same advances as Enameloid.

Aluminum Paint, Page 423 - new prices are now

1/4 pts.	1/2 pts	pts.	qts.	gals.
20¢	35¢	65¢	1.15	4.35

Marine Enamel for Interiors

Enameloid, Page 604

White and) - Advance 65¢, new price \$2.40
Regular Colors)

Wine and)
Carmines) new price \$3.00

Marine Paint for Side Lights, Page 605

Signal Red, Rex 507 - Advance 15¢ - new price 35¢ per 1/2 pt. pkg.

Marine White and Marine White Zinc, Page 606

Advance - Marine White, Rex 9 - 1¢ - new price 8¢

Advance - Marine White Zinc, Rex 11 - 2¢ - new price 12¢

Copper Paint, Page 606

Brown, Rex 5982 - Advance 5¢ per gallon making new prices:

qts.	1/2 gals.	gals.
2.00	1.95	1.90

Green, Rex 5798 - Advance 10¢ - new prices

qts.	1/2 gals.	gals.
2.30	2.25	2.20

Red, Rex 5606

qts.	1/2 gals.	gals.
2.00	1.95	1.90

Aluminum Paint, Page 608 - Advance, making new prices as follows:

1/4 pts.	1/2 pts.	pts.	qts.	gals.
20¢	35¢	65 ¢	1.15	4.35

We are going over the costs of all other products listed as fast as possible and such other advances as we find necessary will be announced promptly.

Yours very truly,

[Signature]
Manager.

PLM/P

Atlantic Copper Paint Brown

5684		
qts	1/2 gals	gals
2.00	1.95	1.90
	1.95	1.90

4 " 4 Red 2.00
16345

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MARINE VARNISHES

Put up in 1 and 5-gallon cans

SPECIAL MARINE

A varnish for general purposes, and is made for both outside and inside use. It is remarkably easy-working and it is very durable and elastic. It is excellent for outside doors, boats and other work where a good, tough varnish is necessary. Dries dust-free in 8 to 10 hours, hard in from 36 to 48 hours.

Per gallon.....62.27.....\$2 50

DURABLE SPAR

Intended for use on steamships, yachts, boats, canoes, outside doors, bath-rooms, kitchens, etc. It will stand severe exposure to salt spray or other moisture longer than any varnish made. Dries dust-free in from 8 to 10 hours and hard in from 36 to 48 hours.

Per gallon.....66.....\$3 25

NO. 1 FURNITURE

A reliable varnish for furniture and general inside use.

Per gallon.....65.....\$1 10

MARINE DURABLE FLOOR

A perfect floor finish. It is tough, elastic, and under foot-wear will not scratch or mar. It is also suitable for linoleum, oilcloth, etc. It works well, flows out evenly under the brush and dries with a tough, wear-resisting gloss. It dries dust-free in about 8 hours and can be walked on the next day, although for best results two days should be given.

Per gallon.....64.....\$2 00

MARINE INTERIOR FINISHING

The most durable interior finish that can be produced. It is not affected by steam or water and will wear with perfect satisfaction. It is very transparent and gives to the finest woods a desirable depth and richness of finish. It is exceedingly free-working. Dries dust-free in about 6 hours with a rich lustre, and can be rubbed down in 48 hours and hand polished the next day. To get the best results do not use over Shellac or Liquid Filler, but use the varnish itself, thinned slightly with pure spirits turpentine, for first coat.

Per gallon.....62.....\$1 85

MARINE DRIER

A strong, reliable, economical and uniform drier which will mix readily with oil and will not curdle or separate. Only 1 part to 20 parts raw linseed oil is required to secure perfect drying.

Per gallon.....62.....\$1 00

MARINE PAINTS

MARINE PAINT FOR HULLS

Cat. No.	Put up in 1 and 5-gallon cans and barrels	bbls.	5s	gals.
2800	White.....	890		1 55
*2801	Black.....	408		~~1 00~~ 1 05
2802		202		1 60 1 75
2803		362		~~1 00~~ 2 15
2804		371		1 50
2805		475		1 50
2808		353		1 50
2812		9487		85
2813		7489		85
2891		482		1 50
	D. and C. Green.....	5537		~~1 46~~ 1 85
	Yacht White, Finish.....	712		2 00
	Red Lead Color.....	572 6	1 45 1 50	1 55 2 00

*No. 2801 (Black) is made heavy enough in consistency to admit of thinning, by the addition of one gallon of pure boiled linseed oil to each gallon of paint.

Nos. 2812 and 2813 are semi-liquid and should be thinned for first coat by the addition of 3 gallons of pure boiled linseed oil to each gallon of paint. For second and third coats with from 1 1/2 to 2 gallons pure boiled linseed oil to each gallon.

We recommend for first coat the addition of about 1/2 pint of pure spirits turpentine to the paints as thinned above. When one coat only is required, omit the turpentine. The economy in the use of these goods can readily be seen, and for durability and beauty of finish they cannot be excelled.

MARINE PAINT FOR CABINS

For outside or inside work, of very high grade and of great body and covering power—far superior to any other on the market. Put up in 1 and 5-gallon cans and barrels.

Can be scrubbed repeatedly without injury.

		per gal.
2806	382	
2814	354	
2816	357	
2817	360	
2821	375	
2825	392	
2826	456	
2827	457	
2830	470	
2834	467	1 50
2837	353	
2841	351	
2865	462	
2869	461	
2870	460	
2894	393	
2895	485	
2896	486	
2897	371	
2836	Flat White.....	1 60
2840	Inside Varnish White.....	2 25
2835	Gloss White.....	1 55

U. S. NAVY STANDARD MAST PAINT

Price	Put up in 1 and 5-gallon cans and barrels	per gal.
4.70		1 50

YACHT WHITE FINISH

Put up in gallon cans

We offer Yacht White Finish as the most durable and beautiful paint for yachts that can be produced. Used according to directions, it dries quickly and hard with a glossy, durable and very white surface which cannot fail to meet the highest favor.

Price per gallon... 71.21... \$2 00

MARINE ENAMELS

Put up in $\frac{1}{4}$, $\frac{1}{2}$ and gallon cans

The whitest and best enamel white on the market.

Samples shown are especially selected for marine use. They are suitable for both exterior and interior application and represent a line of goods that is thoroughly satisfactory in every respect.

	per gal.
Black	\$3 00
Carmine	3 00
Dark Coral	3 00
Emerald Green	3 00
Fawn	3 00
Forest Green	3 00
Golden Brown	3 00
Ground	3 00
Ivory White	5.12 3 00
Light Blue	3 00
Light Sage	3 00
Light Yellow	3 00
Pearl Gray	3 00
Shell Pink	3 00
Snow White	2 50
Vermilion	3 00
Willow Green	3 00

OLD DUTCH ENAMEL

Put up in $\frac{1}{4}$, $\frac{1}{2}$ and gallon cans

The finest White Enamel that has ever been produced.

Price per gallon..... *14.54* \$3 00

MARINE PAINT FOR INTERIORS—ENAMELOID

Put up in $\frac{1}{4}$, $\frac{1}{2}$ and gallon cans

A varnish paint for ceilings and inside use, where a high-gloss finish is desired. Is the best paint of its kind at anywhere near the price.

Works and cleans easily. Dries free from dust and tack in from 6 to 8 hours and can be rubbed in 48 hours.

Regular Colors..... *21.73* per gal.
21.56

BARGE AND LIGHTER PAINTS

Put up in 1 and 5-gallon cans and barrels

Especially adapted for use on barges, lighters, etc. It is not affected by salt water and is one of the most economical paints on the market.

It is also suitable for use on any other building material, such as iron, brick, etc.

Cat. No.		per gal.
2910	Red..... <i>54.71</i>	\$ 95
2911	Brown..... <i>16.26</i>	95
2912	Green..... <i>28.46</i>	95
2913	Light Green..... <i>43.46</i>	<i>1.80</i> 95
2914	Gray..... <i>59.39</i>	1 10
2915	Black..... <i>16.27</i>	95

FLAXOAP

An absolutely pure linseed oil soap, especially adapted for cleaning of all kinds. Contains no animal fat or free alkali.

	bbls.	$\frac{1}{2}$ bbls.	50-lb. cans
..... <i>M. 1.</i>	5	$5\frac{1}{2}$	6

MARINE PAINT FOR SIDE LIGHTS

Put up in $\frac{1}{2}$ -pint self-sealing cans

These are bright, handsome colors. Ground in varnish and dry with a high-gloss finish, which is easily wiped and kept clean. Half-pint package contains sufficient for painting the brackets that hold the side lights.

	per pkg.
Signal Red..... <i>52.5</i>	\$ 20
Signal Green..... <i>52.5</i>	20

MARINE PAINT FOR DECKS

A superior quality of paint made expressly for the purpose indicated. It dries very quickly with a hard, elastic surface that is absolutely free from tack. It has great covering capacity and is low in price. Put up in 1 and 5-gallon cans.

Cat.	No.	5s	1s
2877	473	1 10	1 15
2877 Spec.		90	
2878	9905	1 10	1 15
2879	9906	1 10	1 15
2881	487	1 10	1 15
2882	9906	1 10	1 15
2883	990	85	85
2887		1 40	1 45
		120	125

TAXITE (SEMI-LIQUID)

Put up in gallon cans

Saves time, labor and money. Will remain and act on upright surfaces and ceilings. Does not raise the grain, nor stain or injure in any way wood surfaces on which it is applied. Brush on thick coat; let stand 10 to 20 minutes, scrape and clean with benzine, gasoline or wood-alcohol; apply a second coat before scraping, if necessary on account of thickness of old paint and varnish.

Per gallon.....7 4.....\$1 42 1/2

COMPOSITION FOR STEEL BOTTOMS THE S-W CO. ANTI-FOULING PAINT

Put up in 1 and 5-gallon cans

No. 1, first coat, should be applied over the bare iron or over a coat of red lead or good paint. It is an anti-rust paint, and is intended to preserve the iron or steel from rusting, and at the same time form a perfect under-coat for the No. 2, which contains the poison and anti-fouling properties. Both Nos. 1 and 2 are ready to use, easy of application, and work very freely under the brush. No. 2, or finishing-coat, is a handsome red in color, and is in every way the best anti-fouling paint on the market.

	per gal.
No. 1 first coat (Brown), anti-corrosive.....5 5	2 50
No. 2 second-coat (Red), anti-fouling.....2 2	3 50

COPPER PAINT

Put up in 1/4, 1/2 and gallon cans

Are prepared especially for preserving wooden vessel bottoms from adhesive worms, barnacles, seaweeds, etc. Numerous tests made, prove our Copper Paints to contain a larger percentage of copper, and to be the best on the market. Regularly made in the three colors named. Finely ground, work easily and brush out well.

	1/4 gal.	1/2 gal.	gal.
Brown.....5 8 1/2	1 80	1 55	1 50
Green.....5 7 1/2	1 85	1 80	1 75
Red.....5 6 1/2	1 70	1 65	1 60

CANVAS PRESERVATIVE

Put up in 1 and 5-gallon cans

For water-proofing sail-covers, tarpaulins, etc. Is transparent and does not discolor the fabric.

White, per gallon.....\$ 75

METALASTIC (SEMI-PASTE)

Put up in 1 and 5-gallon cans and barrels

Made especially for use on iron and steel surfaces. It is furnished in semi-paste form and should be thinned with one gallon of pure boiled linseed oil to each gallon of paint.

	per gal.
Black.....1 15	
Brown.....1 15	

STANDARD PAINT P. M. No. 5 (SEMI-PASTE)

Put up in 1 and 5-gallon cans and barrels

Furnished in semi-paste form and should be thinned as directed for Metalastic (Semi-Paste)

	per gal.
Gray.....	\$1 25
Green.....	1 25
Olive Green.....	1 25
Red.....	1 25 200

MARINE WHITE LEAD AND MARINE WHITE ZINC

Put up in 12½, 25, 50, 100 and 250-pound kegs

Marine White Lead and Marine White Zinc are especially prepared for marine use, and are in all respects the best Lead and the best Zinc on the market for that purpose. They will be found to be very white, of good body and very durable. They are more finely ground than other leads and zincs, and consequently will be found to be much more economical to use by reason of their better working and covering qualities and the increased surface they will cover. They are also especially prepared to resist the destructive action of water.

	per lb.
Marine Lead.....	7 8
Marine Zinc.....	9 ½ 13 ½

MARINE PAINT FOR SMOKE-STACKS

Put up in 1 and 5-gallon cans and barrels

A high-grade heat-resisting paint, and far more durable over superheated surfaces than any others on the market.

	per gal.
Smoke-Stack Black.....	\$ 90
Smoke-Stack Blue.....	1 50
Smoke-Stack Red.....	1 50
Smoke-Stack U. S. Navy Standard.....	1 50
Smoke-Stack Yellow, L., M. and D.....	1 50

MARINE LUSTRAL ENAMELS

Put up in 1 and 5-gallon cans

A varnish paint of exceptional, free-working quality, especially adapted for finishing engines, machinery, etc., where a rich, elastic gloss finish is desired. Has large covering capacity. Dries in 6 to 8 hours.

	per gal.
Black.....	\$1 50
Brown.....	1 50 75
Green, light.....	1 50
Green, dark.....	1 50
Maroon, dark.....	1 50
Medium Blue.....	1 50
U. S. Navy Standard.....	2 00
Vermilion.....	2 00

MARINE VARNISH STAINS

Put up in ¼, ½ and gallon cans

Imitates the color of the woods named. Can be used over light-colored raw wood or painted surfaces. Stains and varnishes at one operation. For best results use Ground Color before applying the Stain.

	per gal.
Cherry.....	\$2 00
Dark Oak.....	2 00
Ebony.....	2 00
Extra Light Oak.....	2 00
Green.....	2 00
Ground.....	2 00
Light Oak.....	2 00
Mahogany.....	2 00
Rosewood.....	2 00
Walnut.....	2 00

FLAT-TONE—Continued

	per gal.
Fireco Green.....	1 40
Golden Brown.....	1 40
Holland Blue.....	1 40
Ivory.....	1 40
Lichen Gray.....	1 40
Maple Green.....	1 40
Old Gold.....	1 40
Old Rose.....	1 40
Pale Azure.....	1 40
Pale Olive.....	1 40
Pearl Gray.....	1 40
Pompeian Red.....	1 40
Rich Maroon.....	1 40
Shell Pink.....	1 40
Silver Gray.....	1 40
Tan.....	1 40
Terra-Cotta.....	1 40
White.....	1 40

BRAS-BRITE

Put up in quart, $\frac{1}{2}$ gallon and gallon lithographed packages

An excellent liquid polish for brass, copper, nickel, silver, etc.

qts.	$\frac{1}{2}$ g.	1g.
30	40	70

DECOTINT WALL FINISH

Ready for use when mixed with cold water

The goods are sanitary, absolutely non-poisonous and contain no alkali, acid or anything which may be injurious to the health. They possess splendid covering capacity (one pound covers from 60 to 100 square feet, according to the nature of the surface to be coated), and cover well with one coat. Should it be necessary to apply a second coat, this can be safely done as soon as the first coat has become thoroughly hard. For colors and more information, see color-card.

	5-lb. pkgs.	100-lb. kegs	bbis.
Tints, No. 1 to 16.....	7	5 $\frac{1}{2}$	5
White.....	6	4 $\frac{1}{2}$	4

Net prices per pound

PERMENTO

Cold-water paint for outside use

Permento is especially suited for use on the exterior of buildings.

Five pounds of Permento, when mixed with cold water to the proper consistency, will make one gallon of paint which will cover about 200 square feet of an average surface. For colors and more information, see color-card.

	5-lb. pkgs.	50-lb. kegs	100-lb. kegs	200-lb. bbis.	400-lb. bbis.
White.....	7	6 $\frac{1}{2}$	6	5 $\frac{1}{2}$	5
Color Nos. 2, 3, 4, 5, 6, 7, 9, 10, 11, 12, 13, 15, 17, 18, 19, 20, 21.....	8	7 $\frac{1}{2}$	7	6 $\frac{1}{2}$	6
1, 8, 14, 22.....	9	8 $\frac{1}{2}$	8	7 $\frac{1}{2}$	7
16.....	10	9 $\frac{1}{2}$	9	8 $\frac{1}{2}$	8
Black.....	10	9 $\frac{1}{2}$	9	8 $\frac{1}{2}$	8
23.....	12	11 $\frac{1}{2}$	11	10 $\frac{1}{2}$	10

Net prices per pound

FACTORY COATING

Cold-water paint for inside use

Especially made for the inside coating of warehouses, freight-sheds, etc.

Five pounds of powder will make a gallon of paint which will cover about 200 square feet.

For more information, see card.

Barrels.....	8

Net price per pound

ALUMINUM PAINT

For engines, radiators, steam-pipes, etc.

Is unaffected by moisture or extreme heat, cold, or lubricating oil—is absolutely inert, anti-corrosive—is easily applied and dries quickly.

Price per package..... ^{2.9} $\frac{1}{4}$ pt. 15 $\frac{1}{2}$ pt. 30 pt. 50 qt. 95 gal. 3 60

BUOY RED

⁵⁹²⁶
Put up in 1 and 5-gallon cans and barrels

The most permanent red on the market for painting buoys. It will hold its color longer than any other red known.

Per gallon..... ^{1.75} 2.00

RED LEAD COLOR

Put up in 1 and 5-gallon cans and barrels

Made on a red lead base to meet the demand for goods of this character. It is our opinion that, though confessedly a substitute for red lead, it does unquestionably give better results, as it has not so high an oxidizing power. It has greater spreading power than red lead alone because it is of lighter specific gravity and of equal, if not greater opacity. The lighter specific gravity prevents the rapid settling and hardening in the can and counteracts the tendency to crawl and run, as in red lead.

⁵⁹²⁶

bbbls. 5s 1s
^{1.75} 1 50 1 55
~~1.90~~ 1.90 1.45 2.00

LIQUID RED LEAD

⁵⁴⁷⁹
Put up in 1 and 5-gallon cans and barrels

This is a strictly pure lead ground and mixed in strictly pure linseed oil, so handled as to improve working quality and partly overcome the tendency to settle. It will show economy over dry lead mixed on the job on account of its better working and spreading qualities resulting from the finer pigment particles and the more intimate incorporation with the oil.

Cat.

No.

2849 (Pigment is strictly pure red lead)

5s 1s
^{1.75} 1 50 1 80
2.45 2.30

PERFECT METHOD RED LEAD No. 1, IN OIL (SEMI-PASTE)

Put up in 1 and 5-gallon cans and $\frac{1}{2}$ barrels

Made of pure Red Lead pigment ground in pure Linseed Oil. Will keep absolutely in suspension; to be thinned by addition of linseed oil.

$\frac{1}{2}$ bbls. 5s 1s
2 25 2 30 2 35

PERFECT METHOD RED LEAD No. 2, IN OIL (SEMI-PASTE)

Put up in 1 and 5-gallon cans and $\frac{1}{2}$ barrels

Ground in pure vegetable oils, to be reduced by addition of $\frac{1}{2}$ gallon to a gallon of thinner. Will produce splendid results and stay absolutely in suspension.

$\frac{1}{2}$ bbls. 5s 1s
1 50 1 55 1 60

PERFECT METHOD RED LEAD (PASTE)

Put up in 1 and 5-gallon cans and $\frac{1}{2}$ barrels

For ordinary work thin with $\frac{1}{4}$ gal. Raw oil to one gallon of paint.

Per gal..... ^{2.80} 3.50

FLAT-TONE

Put up in $\frac{1}{4}$, $\frac{1}{2}$ and 1-gallon cans

Especially suited for use on interiors of cabins, staterooms, etc. Will produce the rich, velvety effects so much desired.

	per gal
Bright Sage	1 40
Buff Stone	1 40
Buff	1 40
Caen Stone	1 40
Cocoanut Brown	1 40
Cream	1 40
Forest Green	1 40
French Gray	1 40

Advertising

0007-SWP-000010597

ADVERTISING FOR 1913

A FEW SUGGESTIONS ON ORDERING AND DISTRIBUTING

The distribution of advertising matter through our agents calls for the most careful supervision on the part of our representatives. Don't

give an agent or dealer anything he can't or won't use. By being careful in your distribution to the agent who is not a good advertiser, you can afford to be generous to an agent who is a born advertiser, and who never abuses such a favor. Exercise careful judgment in ordering advertising. Don't get into the habit of asking for a certain assortment of advertising in all cases. Study each man's needs individually and give him just what he can use to advantage. You need to use just as much thought in making up an order for advertising as you do in making up an order for goods.

Even the most effective color-cards, booklets and display features that were ever designed and printed, won't be of much service as business-producers if not used rightly. Our advertising is expensive, and every Sherwin-Williams representative must realize his responsibility for its proper distribution and use in his territory. What help is it all if stowed away in some dark corner of an agent's store?

This list comprises our entire regular line of advertising for distribution to the agent and to the consumer through the agent.

The listed features together with the direct-mail advertising and other special work, represent over 60 per cent of our entire advertising appropriation, leaving us less than 40 per cent to be devoted to national magazine advertising, national bulletins and signs, the C. and M., railway, street railway and marine advertising, and the advertising we do through the mail and trade papers to help land new business.

In the entire 100 per cent of our appropriation we have not allowed one cent for the payment of newspaper space, program advertising, printing of stationery, or any of the other special advertising privileges that are so often requested by agents. We have cut them out—not because we do not consider them good advertising, but because we cannot afford to extend our appropriation one dollar further; we have already put on our list all the good advertising we feel we can afford to do. If we made provision for such special concessions we would have to cut out some of our present advertising methods, and we are not willing to do that, because we consider our present methods a better business investment from every point of view.

In talking advertising to agents, the representative must discourage all special propositions. It is easier for you to handle the matter personally than for the office to do so by letter. But, if you have to put it up to the office, be careful not to make any half promise to the agent or give him any ground for hope; it will only make him more disappointed when he hears from us.

It is our intention to be liberal in the distribution of advertising, but not wasteful. Liberality with an agent who uses his advertising as it should be used is a good investment; liberality with an agent who misuses his advertising is waste.

Don't let the poor advertiser impose on you—he'll take all you give him.

Don't order show-cards or hangers unless you see the agency has the "show-card habit." Some stores never display them; others always do.

Don't order booklets and enclosing-slips unless you know the agent uses them systematically.

Impress upon the agent the necessity of being careful in his distribution of color-cards.

Don't order the MM-2 or MM-4 unless you know the agent will put them up promptly and in good locations.

Don't order anything just for the sake of making a showing or to impress the agent. Order it because you know it will be used and help sell the goods. The agent who is lukewarm about advertising will be just as well satisfied with his color-cards and a show-card or two as he would be with a long list. Give him a little now and try to train him into an advertising spirit.

Encourage the agent to use our window-trims. This is good advertising for the agent and good for us. When you order a trim for an agent, see that he uses it.

Remember that you are responsible for the manner in which over 60 per cent of our advertising expense is distributed. You can waste a lot of it by thoughtless ordering.

Think twice before you order.

We fear that many representatives do not present the advertising of our proposition as completely and effectively as it can and should be presented.

Always carry in your outfit the various portfolios showing our display features—the show-cards, signs, hangers, window-displays, etc.

Have the portfolios with you in order that you may convince the prospect of the size and scope of our national magazine advertising, the work of our Decorative Department, the property-owners' letters, the promoting we do with painters, architects and others, and the splendid advertising we supply the agent for his own use—the XY Electrotypes, the booklets and enclosing-slips for counter distribution, the lantern-slides, posters, etc.

Every representative must become a good advertiser himself, and then work to make every one of his agents good advertisers, too. Do some educational work along this line and just watch the returns in increased sales.

Get your agent interested in keeping his paint stock well arranged and in a conspicuous place; get him to dress paint windows, to use electros in his local papers, to take interest in and use all special campaigns we plan and exploit from time to time through *The S W P*. Supposing you have 300 agents using as much as \$20 worth of space a year in their local papers for pushing S-W Products with the assistance of our XY's—you have a nice little newspaper appropriation of \$6000 working for you.

Be sure your agents send in lists of property-owners' names during the season—those who ought to paint and those who are going to paint.

Our helps to the agent are tremendously strong, and have never yet failed to get business for those who co-operate with us. It is up to you as a Sherwin-Williams representative to obtain this co-operation.


Advertising Manager

FOR DISTRIBUTION TO AGENTS AND DEALERS

SWP

C—Sample Folder. 15 to 50 to each SWP Agent, with business-card printed on first page.

C-1—Short C containing 25 colors. Quantities same as C.

C-2—Short C containing 18 colors. Quantities same as C.

C-3—Special C to assist agents in ordering stock. Same as regular C, but with colors arranged in numerical order. One to each agent. On no account can these be given to agents for counter distribution.

F—Sign and Paddies of full line. An expensive feature which should under no circumstances be given or shown where there is no proper place for display. Not given to agents using C-1 or C-2.

F—Paddies only. Furnished to agents who have a good F sign, the paddies of which are shabby or marred.

CC—Celluloid Coated Show-Card. Full line of colors. To be given only to agents who do not get "F."

CC-1—Celluloid Coated Show-Card, containing same colors as C1. One to each dealer handling the short line.

CC-2—Celluloid Coated Show-Card, containing same colors as C-2.

C—Pack of Sample Cards for dealers' use. One to a dealer. To be sent in more liberal quantities or to painters on approval of managers only.

FLOOR FINISHES

H-3—Display Unit. Modern Method Floor Finishes. (To be discontinued after present stock is exhausted.)

H-26—Unit System Hanger. Crack and Seam Filler and Floor Wax. (To be discontinued after present stock is exhausted.)

B-19—Floor Finish Booklet. 10 to 20 to each dealer.

INSIDE FLOOR PAINT

D—Sample Folder. 10 to 15 to each dealer.

DS—11 x 17 Display-Card. One to each dealer.

H-37—Special Panel Display. One to those agents only who are pushing the line vigorously. An expensive feature.

P-25—Portfolio showing use of stencil designs over I. F. P. One to dealer pushing the idea.

P-311—Folder in colors showing use of Floor Stencil over I. F. P. 10 to 15 to each dealer pushing this idea.

PORCH AND DECK PAINT

DD—Sample Folder. 5 to 10 to each dealer.

DQ—11 x 17 Display-Card.

FLOORLAC

FC—Sample Folder. 10 to 15 to each dealer.

FR—11 x 17 Display-Card.

FA—Floorlac Sample Panel Display. One to each dealer handling Floorlac.

CRACK AND SEAM FILLER

CF—Descriptive Folder. A few to each dealer.

BRIGHTEN UP FINISHES

H-1—Brighten Up Finish Display Unit. (To be discontinued after present stock is exhausted.)

CC-27—Special Brighten Up Finish Color-Card. For small dealers who do not carry full line. 15 to 20 to each dealer.

FAMILY PAINT

K—Sample Folder. 10 to 15 to each dealer.

I—11 x 17 Display-Card. One to each dealer.

BRIGHTEN UP STAIN

VS—Sample Folder. 10 to 15 to each dealer.

VO—11 x 17 Display-Card. One to each dealer. (Use H-13 Unit System Hanger until stock is exhausted.)

ENAMEL

EP—Sample Folder. 10 to 15 to each dealer.

EO—11 x 17 Display-Card. One to each dealer.

PORCH AND LAWN FURNITURE ENAMEL

FL—Sample Folder. 10 to 15 to each dealer.

H-27—Unit System. One to each dealer. (To be discontinued after present stock is exhausted.)

FE—11 x 17 Display-Card.

SCREEN ENAMEL

SO—11 x 17 Display-Card. One to each dealer.

SPECIAL INTERIOR COLORS

CB—Sample Folder. 5 to 10 to each dealer. (Will be discontinued after present stock is exhausted.)

ENAMELOID

CE—Sample Folder. 15 to 25 to each dealer.

CD—11 x 17 Show-Card. One to each dealer.

FLAT-TONE

CC-18—Color-Card Liquid Flat-tone. 10 to 15 to each dealer.

CC-25—Flat-tone System Color-Card. 5 or 10 to each dealer.

H-44-A—11 x 17 Display-Card. One to dealer.

F-55—"Attractive Decorations." Stencil Folder. 15 to 25 to dealer.

F-1—Large Framed Panel Display. An expensive feature showing full line of colors. Only one of these displays to be given to those agents carrying the complete line of colors.

W-17—Transparent Window Banner. One or two to each dealer.

PAINTS AND VARNISHES FOR THE FARM

H-2—Display Unit. (To be discontinued after present stock is exhausted.)

B-271—Painting and spraying calendar for the farm. 10 to 15 to each agent.

BUGGY PAINT

BP—Sample Folder. 10 to 15 to each dealer.

BO—Framed Spoke. Display. An expensive feature. One to each dealer whose Buggy Paint purchases warrant this expense. (To be discontinued when present stock is exhausted.)

H-45—11 x 17 Card. One to each small dealer.

H-9—Unit System. One to each dealer. (To be discontinued after present stock is exhausted.)

WAGON AND IMPLEMENT PAINT

WP—Sample Folder. 10 to 15 to each dealer.

WO—11 x 17 Display-Card. One to each dealer.

CREOSOTE PAINT

R—Sample Folder. 10 to 15 to each dealer.

RM—Creosote Window-Hanger.

METALASTIC NO. 2

PD—Sample Folder. 5 to 10 to each dealer.

ROOF AND BRIDGE PAINT

RB—Sample Folder. 5 to 10 to each dealer.

COMMONWEALTH BARN RED

BF—Sample Folder. A few to dealers.

BC—Window-Hanger. One or two to each dealer.

BICYCLE ENAMEL (air-drying)

BL—Sample Folder. A few to dealers.

OIL STAIN

OS—Sample Folder. 5 to 10 to each dealer.

HANDCRAFT STAINS

HF—Handcraft Stain Sample Folder. 5 to 10 to each dealer.

CC-35—Woodcraft Stain Sample Folder. 5 to 10 to each dealer. (When stock is exhausted the name will be changed from Woodcraft Stain to Handcraft Stain.)

H-33—Handcraft Stain Display with Panels. One to dealers who are pushing the line vigorously.

PRESERVATIVE SHINGLE STAINS

SX—Stained samples on wood of full line of colors in pasteboard cartons. To agent pushing full line of stain.

SX-1—Short set of 12 Stained Samples on wood in pasteboard cartons. Not more than 3 to agent.

SP—Description and directions for use, a folder for counter distribution. 10 to 15 to a dealer. (To be discontinued when present stock is exhausted.)

CC-36—Sample Folder showing full line on wooden samples. 10 to each dealer.

B-56—Shingle Stain Booklet. 10 to 15 to each dealer.

H-35—Shingle Display. Full line of colors. Only given to dealers pushing S-W Shingle Stain vigorously. (To be discontinued when present stock is exhausted.)

H-54—Shingle Display. Eight colors only, same as SX-1. One to dealers pushing Shingle Stain.

SPECIAL GREENS

T—Sample Folder French Crown Green. Furnished in small quantities where sales of goods are made.
H-19—Unit System French Crown Green. One to each dealer. (Discontinue when present stock is exhausted.)
CC-34—Sample Folder Verdélite. 10 to 15 to each dealer.
CC-44—Sample Folder. Hercules Green.

WALL FINISHES

CC-48—Deco-Paste Color Folder. 15 to 25 to dealer.
CC-51—Kaiso. Hot-water Kaisomine. Color-Card. 15 to 25 to dealer.
CC-52—Decotint. Sanitary Wall Finish Color-Card. 15 to 25 to dealer.
CC-53—Permento. Outside Cold-water Paint Color-Card. 10 to 20 to dealer.
F-304—S-W Factory Coating Folder. (This feature to be discontinued after present stock is exhausted.)
F-304—Decotint Color-Scheme Folder. 10 to 15 to dealer pushing the line.
H-30—Decount Display-Hanger. One to dealer.

PASTE COLORED PAINT

N—Sample Folder. Each dealer entitled to from 15 to 25.

WHITE LEAD (ODP)

H-29—White Lead Hanger (size 2 feet by 3 feet 2 inches.) One to each dealer handling line. (To be discontinued after present stock is exhausted.)
B-249—10 to 15 for counter distribution to dealer handling line.
E-292—Enclosing-slip. 100 to 200 to dealers for counter distribution.

POLISH-OL

E-268—Polish-ol Enclosing-slip for counter distribution. 100 to each dealer.

BRAS-BRITE

E-324—Enclosing-slip Folder on Bras-Brite. 15 to 25 to each dealer.

FLOORWIPE

H-34—Hanger. One to each dealer handling line. (To be discontinued when present stock is exhausted.)
E-301—Enclosing-slip. 100 to 200 to dealer for counter distribution.

FLAXOAP

H-21—Flaxoap Hanger. One to each dealer handling line.
E-262—Enclosing-slip. 75 to 100 to each dealer handling line.
W-4—Flaxoap Window-Display. One to each dealer handling Flaxoap. (To be discontinued when present stock is exhausted.)

TAXITE

TX—Descriptive Folder. A few to each dealer.

CONCRETE FINISHES

CC-41—Sample Folder. 10 to 15 to each dealer.
H-47—11 x 17 Display-Card. One to each dealer.

VARNISH

H-18—Display Unit. Sherwin-Williams Varnishes. (To be discontinued when present stock is exhausted.)
UV—Dealers' Price-List of Varnishes. One to dealers who need them.
VA—in-ig Store Display. One to each dealer.
F-300—Mar-not Folder. 25 to 50 to each dealer.
F-304—Durable Wood Finish. Exterior and Interior. Folder. 25 to each dealer.
F-305—Kopal and Excello Folder. 25 to 50 to each dealer.
W-9—Mar-not Window-Display. One to each dealer handling a sufficient stock of Mar-not. (To be discontinued when present stock is exhausted.)
W-18—Varnish Window-Trim. One to each dealer.

FRAMED SETS OF PANELS

FP-1a—Framed Set of 12 Panels with celluloid-top hanger, reading Handcraft Stains and Varnishes—Panels. 4 x 1 1/4 inches.
FP-2a—Framed Set of 20 Panels with celluloid-top hanger, reading Handcraft Stains and Varnishes—Panels. 4 x 1 1/4 inches.
VP—Small Sample Panels. 4 x 1 1/4 inches. For use in sending architects, painters and agents. Ordered on 34 x 12 form.

QUICK-DRYING COLORS

QP—Sample Folder. One to each dealer and each good carriage-maker buying our goods. 10 to 15 to jobbers handling our goods.
Q—Price-list for dealers only.

INSECTICIDES

B-243—"Spraying, A Profitable Investment." A handsome, general insecticide book, fully illustrated and expensive. A few to each dealer.
E-78—Paris Green Enclosing-slip for counter distribution. 100 to each dealer.
H-55—Display-Hanger for full insecticide line, showing insects. One to each dealer.
E-263—Enclosing-slip, Aromatic of Lead. 25 to 50 to each dealer.
B-271—Spraying and Painting Calendar and Guide. Insecticide booklet for Spring mailing to lists furnished by insecticide agents. Lists this year to be watched very carefully, the size of them to depend upon the amount of sales. This booklet includes painting information in addition to insecticides. Representatives to specify B-271 or B-271a when lists are sent in.
B-271a—Spraying Calendar and Guide. Insecticide Booklet for Spring mailing—same as above, except that all painting information is omitted. To be specified when lists are sent in. This booklet is to be used in towns where paint agents conflict with insecticide agents and dealers.

LINSEED OIL DEPARTMENT

H-31—Linseed Oil Display-Hanger. One to each dealer handling and pushing Linseed Oil. (To be discontinued when present stock is exhausted.)
B-247—Linseed Oil Booklet.
E-233—Linseed Oil Enclosing-slip for counter distribution. 100 to each dealer.

GENERAL

1913-E—"The Home Decorator" Spring Mailing Booklet.
U—Dealers' Price-List. Used among present and prospective customers as memoranda of the Company's products and prices. New agents receive them with acknowledgment of order from the office. Old agents get them only when salesmen order them sent.
U-1—Confidential Net Price-List sent with U.
XY Electrode—As selected by the agent. Representatives are expected to check up on the use of electrodes to see that we are not imposed upon. Encourage the use of these on the part of our agents. Urge use of campaign electrodes.
CC—Set of 50 Business-Cards for Painters using SWP or SWV.
B-57—Handbook on Advertising, showing XY Electrode, suggestions for window-dressing, for booths, fairs, etc. Send one to live agents only. (To be discontinued when present stock is exhausted.)
After this we shall prepare a new B-57 every Spring and Fall, showing XY's and lantern-slides.
W-16—Little Paint Man and Pile of Cans (Spring 1910 trim) a few still in stock. A very attractive trim. Send one to good agents.
W-5—Little Paint Man Moving Display. Loaned to good agents for one or two weeks, provided they will give it window space during that time.
W-14—Brighten Up Village Window-Trim. This should be given to only the best agents.
W-19—Pyramid Window-Display showing exteriors of houses.
WC-1—Brighten Up Stickers, seven designs. 25 to 100 to dealers who will use them.
CP—Tablet of Order Blanks. One to each dealer.

STENCIL MATERIALS

E-272—Special Folder for Counter Distribution. 25 to 50 to dealers.
B-241—Stencil Catalogue. 10 to 25 to a dealer.
E-336—Christmas Stencil Enclosing-slip. 50 to 100 to each dealer.

0007-SWP-000010600

SPECIAL ADVERTISING

All items mentioned on this list are for special use and under no conditions will they be supplied generally. No display signs should be promised until you have thoroughly satisfied yourself that the situation warrants it and the agent is enthusiastic in their use, otherwise they will not be properly used.

AA-1-Ex--New Paper Poster 28 x 42. Showing House Exterior in Colors. To be given out, only where they will be used, in quantities of 10 to 25 to an agent. (Imprinted.)

AA-1-Int.--Same as above showing Interior in Colors. Printed with agents business-card.

AA-2--Cover-the-Earth Transparent Hanger for store and window-display. Two or three to each dealer.

MM-2--Oilcloth Banner.

MM-3--Enameled Iron Agency Sign. An expensive feature. One to each agent not already supplied. The enameled sign should last an agent five years at least, and no other will be given during that period.

MM-3a--Same as MM-3 without Hange. Enameled on one side.

DB--Dealers' Reference Book. An expensive feature. One to each agent not already supplied whose account warrants this expense.

AA-7--Steel Field Sign. 3 x 5 feet in wooden frame. One only to good agents, who will place it in prominent position. Lettered with agent's name.

MM-4--Paraffine Fence Sign. 25 to an agent who will put them up. Imprinted with agent's name.

H-35--Little Paint Man Cut-out. One to five agents. (To be discontinued when present stock is exhausted.)

W-7--Little Paint Man Hinged Cut-out. Sent only to best agents. (To be discontinued when present stock is exhausted.)

S-849--Color-Card Rack. One to five agents.

B-74--Set of Colored Plates. The Cottage Bungalow. One to each agent who wants it, also to architects and master painters. (To be discontinued when present stock is exhausted.)

B-75--Style Portfolio of Home Decoration. 20 color-plates. (To be discontinued when present stock is exhausted.)

B-76--A Portfolio of Plans for Home Decoration. 21 color-plates and specifications for exterior and interior decoration. One to each agent who wants it, also to architects and master painters.

MN--Oilcloth Banner. "This Building Painted with Sherwin-Williams Paint, Prepared." for agents' or painters' use on jobs in course of painting. Space for name and address provided.

MN-1--Oilcloth Banner. "This Building Finished with Sherwin-Williams Varnishes." for dealers' and painters' use on jobs on which S-W Varnishes are used. Space for name and address provided.

Enclosing-Slips--For dealers' use. To be enclosed with letters, invoices and packages.

E-31--On SWP.

E-32--On SWP.

E-33--On SWP.

E-34--On 1st Quality.

E-35--On Varnish.

E-158--On Floor Varnishes.

CS-4-5-6-7-8-9--Street-Car Cards. Furnished free of charge to agents who use street-car space; imprinted with agents' name. These cards can also be furnished to agents as window-cards, one set to each agent who will use them.

B-72--Your Home and Its Decoration. A finely printed and bound book. 206 pages, 12 color-plates and 130 other illustrations. Sells retail at \$2 (postage 15 cents extra). Special discounts to agents and bookshellers.

POSTERS

We have a small supply of 24-sheet (AA-5, size 20 feet wide, 9 feet high). Cover-the-Earth paper posters that we are willing to supply to agents who pay the expense of posting them. In no case will we pay the expense.

MANUFACTURERS' SALES DEPARTMENT

The following items are for special work, and should be supplied only when there is a good prospect for business. They are not for distribution to dealers, except where goods are handled:

- S-795--Large Set of 66 Flexible Celluloid Samples.
- S-801--Small Set of 35 Flexible Celluloid Samples.
- AM--Sample Folder. A. I. P. Varnish Colors.
- PM--Metalastic No. 2.
- PM--Sample Folder Metalastic No. 3.
- GS--Sample Folder Metalastic No. 4.
- B-37--Catalogue on "Protective Paints for Metal Surfaces."
- PM--Color-Card Full Line Metalastic.
- B-33--Finishing Specialties Booklet for Engine and Machinery Builders. Sent only on approval of Managers.
- CV--Carriage Varnish Price-List.
- OM--Sample Folder. Oil-Proof Machine Paint.
- MP--Sample Card. Machine Paint.
- LC--Sample Folder Lustral Colors.
- CC--Sample Folder Gas-Engine Finishes.
- KP--Sample Folder Key Paint.
- TT--Sample Folder Telephone, Telegraph and Cross Arm Paint.
- OP--Sample Folder. Oyster Bucket Paint.
- AR--Sample Folder. Neo-Corrosible, Acid-Resisting Paint.
- GR--Sample Folder. Galvanized Iron Primer.
- AS--Sample Folder. Arides and Petrified.
- SP--Sample Folder. Elevator Paint.
- B-33--Booklet on Old Dutch Enamel.
- B-47--Ajax Insulating Varnish Catalogue.
- CC-11--Rough Building Paint Color-Card.
- CC-17--Handcraft System Color-Card.
- CC-19--Carriage Gloss Color-Card.
- CC-24--Golden Oak Stain Color-Card.
- CC-37--Baking Enamel Color-Card.
- CC-44--Free-Flowing Color Varnish Color-Card.

RAILWAY

RC--Railroad Catalogue. (To be discontinued when present stock is exhausted.)

RA--Sample Folder Inside Floor Paint for Railway use.

RI--Sample Folder. Inside Wall and Ceiling Colors for Railway use.

RF--Sample Folder. P.M. Freight-Car Paint.

RI--Sample Folder. Target Colors in Varnish.

RD--Depot Paint Booklet.

STREET RAILWAY

SC--Street Railway Catalogue.

MARINE

MC--Marine Catalogue Including Yacht Finishes.

MA--Sample Folder Marine Paint for Cabins.

MH--Sample Folder Marine Paint for Hulls.

MD--Sample Folder Marine Paint for Decks.

MB--Sample Folder Marine Paint for Barges and Lighters.

CC-30--Complete Color-Card. Yacht and Motor-Boat Finishes.

CC-29--Sample Folder. Corinthian Green.

CC-21--Marine Engine Enamel Finishes.

CC-22--Copper Paint.

CC-23--Boat-Top Paint.

RECEIVED
JAN 11 1967
FBI - NEW YORK

0007-SWP-000010602

Territory No. **228****Eastern** Division

Class of Town	Pop. in 100's	Map Key	Town and County	Calls	Name	Business	Rating	Class of Trade	Insect and R. & S
			Willsboro, Pa.		Phila & West Chester Traz Co			St R	
			Phila., Pa.		Fairmount Park Traz Co			St R	
					Frankford, Tazony & Holmesburg Ry			St R	
					Phila Rys Co			St R	
					Phila & West Chester Ry			St R	
					Phila & Western R R			St R	
			Trenton, N.J.		Trenton & Mercer Cty Traz Co			St R	
			(10-12-23-23)						

0007-SWP-000010604

Territory No. **215****Eastern** Division

	Class of Town	Pop. in 100's	Map Key	Town and County	Calls	Name	Business	Rating	Class of Trade	Insect. and R. & S
				Camden, N.J.		Nathias Yacht Bldg Co	B Bldr	C-3	Mar	
				Phila., Pa.		American Dredging Co		A-41	Mar	
						Balt & Phila S S Co			Mar	
						Clyde S & Co			Mar	
						Cranp Wm & Son S Bldg & Eng Co		AAA1	Mar	
						Kensington Ship Yd Co		B-1	Mar	
						Kessel H A & Son	S Chair	D-25	Mar	
						Lehigh Coal & Nav Co		AAA1	Mar	
						Phila & Gulf S S Co			Mar	
						Phila Ship Sup Co	S Chair	C-3	Mar	
						Phila Ship Repair Co		-2	Mar	
						Phila Trans & Ltgs Co		-2	Mar	
						Pure Oil Co		AAA1	Mar	
						Southern S S Co			Mar	
						Southern Trans Co			Mar	
						Sum Oil Co	Oils	AAA1	Mar	
						Texas Co	Oils	AAA1	Mar	

(LC-12-25-13)

0007-SWP-000010605

0007-SWP-000010606

(215)

Total Net Sales to Aug. 31, 1915	53,368.66
Estimated net sales to Aug. 31, 1916	<u>58,000.00</u>
Increase	4,631.34

Estimate is made up of

Trade	\$ 5,200}	<u>Total \$58,000.</u>
C & M	46,800}	
Rwy.	6,000}	

Varnish estimate included in above

Trade	50)	Total \$7100.
C & M	6,600}	
Rwy.	450}	

Estimate on Rexpar
" " Scarnot
" " Marnot

Estimated New Accounts

New Agents	New Dealers	Other Accts.	TOTAL
0	0	47	47

Average daily sales necessary to make estimate -
\$194.

"Then take this honey for the bitterest cup,
There is no failure save in giving up;
No real fall as long as one still tries,
For seeming set-backs make the strong man wise.
There's no defeat, in truth, save from within,
Unless you're beaten there, you're bound to win."

0007-SWP-000010607

0007-SWP-000010608