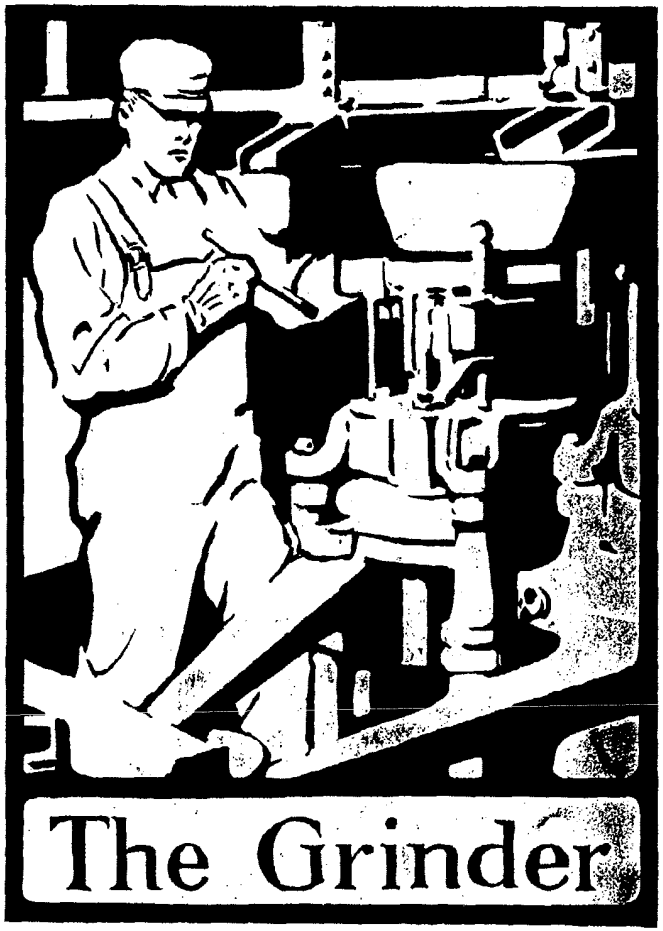
The Chameleon

FEBRUARY *1911*



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The Chameleon.

Published each month at 60a Canal Road, N. W., Cleveland, for the interest and benefit of The Sherwin-Williams Co.'s loyal staff.

Vol. XIV. FEBRUARY, 1911 No. 2

Persistency.

"Perseverance performs greater works than strength."



ABOVE all the attributes for which a man is most admired comes that of concentration—persistency in the application to the one object upon which he has set his mind. It takes determination with a strong will to achieve success in the world of commerce today, and, unless we possess the faculty for persisting, our other good qualities will be of little avail. Let us all analyze ourselves, map out our campaign in life, and then concentrate towards its accomplishment.

There is nothing like sticking to a thing. Even though we be ingenious, industrious and resourceful, we will fail to reach the ever-to-be-desired goal of success if we lack that indomitable quality, "stick-to-it-iveness." Success does not depend so much upon our doing things that are out of the ordinary, but having a purpose in life, and keeping everlastingly at it until it has been accomplished.

We all look up to the man who is firm in his resolve and hangs on throughout all adversities with that bulldog tenacity that immediately distinguishes him from his fellows. That's persistency—nothing else. It is true that this is natural to some individuals, but it can be cultivated just as well as many other traits.

Just think for a moment how Napoleon persisted. It was his ambition to conquer the world, and persistency manifested itself even after he had been defeated and his armies had deserted him. If chance had not frustrated him, he would have won. The lives of all men made famous by posterity show them to possess this mark of distinction. If they had not possessed persistency they would never have gradually climbed the ladder and become famous.

And it's the same in business today. Our great leaders in commerce have persisted until they attained their success. Men have been characterized as creatures of habit. Habits—good or bad—are easily formed. Let us all cultivate the habit of persistency, and then apply it to the accomplishment of our ideals.

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The Spring Campaign.



THE most extensive Spring Campaign in our history commenced with our color advertisements in several of the leading magazines in February, and by March 1st the active campaign will be in full swing. Our appropriation for advertising in the National Magazines this year exceeds all past records, and we are taking important spaces in the principal periodicals. Many of the magazine advertisements will be of full size in colors.

By the time you receive this CHAMELEON the leading magazines in the country will be telling their millions of readers why they should buy S-W Paints and Varnishes. The color plates shown in the advertisements will represent exteriors of homes, illustrating different effects in color combinations, and this will of course have its greatest influence upon the SWP business of our agents, for in the past our advertisements have dealt largely upon the subject of interior finishes in connection with the "Ideal Plan of Home Decoration" and "Cottage Bungalow" portfolios.

During the first few days of March the Spring Campaign SWP Magazine will be issued. This explains in detail our Spring advertising and tells our agents how they can form the connecting link and turn the campaign into actual sales by taking advantage of all our co-operative helps.

The size and style of THE SWP will be similar to the Ladies' Home Journal, viz., 11 x 16. It will have sixteen pages, eight of which will be printed in colors showing some of our Spring advertisements as they will appear in the most important magazines. Reproductions of our advertisements in the farm papers will also be given.

A Spring Window Trim will be enclosed with every copy of THE SWP mailed to agents. This will be in the form of a set of transparencies consisting of corner pieces, etc., and color plates similar to those used in our "E." Every agent can make good use of this window trim in some way; if he does not possess a good display window it can be utilized elsewhere. Urge your agents to put them up. Just as soon as THE SWP reaches you, study it carefully; explain to your agents how they can derive the best returns from our advertising, and tell them how to make the most of our co-operation. This SWP will also be an excellent feature to supplement your portfolio in presenting our proposition to your B.P.A.'s.

For the last two years, you remember, we have for Spring and Fall prepared full page advertisements for our agents. As only the larger agents could use these full page electros, this year we are offering a series of two and three-column advertisements as well as a full page one. Try and get as many of your agents to use these electros as possible. Newspaper advertising helps your sales.

This Spring Campaign promises to be the best ever. Make the most of it by making your agents do likewise.

To the Land of the Midnight Sun.



DURING the recent Convention at Chicago, Mr. J. W. Garson, Managing Director of our London Branch, met Mr. Otto Mannerud, then representing us on Territory No. 116, traveling out of Minneapolis, and became so impressed with his personality that he lost no time in asking whether he would fill a vacancy to represent us in Norway and Sweden. After considering the proposition very thoroughly, Mr. Mannerud reached the conclusion that it would be to his advantage to accept it, and as a result he sailed for London on January 28th to take up his new duties.

Mr. Mannerud came with us in October, 1905, was assigned to Territory No. 116, and rapidly developed our business in this section, increasing his sales every year. His friendly disposition made him extremely popular among his trade and business associates, who all wish him every success in his new field of endeavor.

An opportunity was presented the representatives of the Northwestern Division to tender a little banquet to Otto Mannerud during the meeting held the first few days of January, at which time he was presented with a handsome signet ring as a remembrance from the traveling representatives.

Here is the original composition, which was heartily sung at the time:

Has anybody here seen Otto, Capital "O" double "T"—"O"?
Has anybody here seen Otto? He's little, but watch him grow.
He's going to the land of the Midnight Sun;
We sure will miss him, we will, By Gum—
Has anybody here seen Otto from the Land of the Midnight Sun?

He is succeeded by Mr. Melville Ralph Emery on Territory No. 116, who is thoroughly experienced to take up the duties in a very aggressive and diligent manner.

Are You in the Carload Class?

REPRESENTATIVE C. W. WALLACE, of the Newark Manufacturers' Sales Department, deserves the congratulations of his co-workers for having taken an order from the Summers Buggy Co., of Barnesville, Ga., for the first solid carload of Carriage Goods shipped South. The order calls for 1,260 gallons of Perfect Method Carriage Goods and Solid Rubbing Varnishes, 1,310 pounds of Q. D. Colors, etc., and three barrels of Raw Linseed Oil.

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An Enthusiastic Message.

MR. G. G. MOWAT occupies second place in the Division Top-Notcher Competition to December 1st, 1910. Here is the Bulletin he sent to his representatives upon receiving the news. If "enthusiasm conquers the world" we can well expect to see the New Orleans Division in front at the close of the fiscal year.

The composite excellence of your great showing has established us in second place for first quarter, and I am the proudest man in Dixie. Every division in the United States falls short of your sterling record. You have defeated divisions possessing innumerable advantages and infinitely greater opportunities. Nothing seems to daunt or discourage you No proposition appears too hard of solution, and your brain, brawn and personality breaks the strongest chain of opposition. You occupy first, second, third, fourth and ninth places in the district. The endurance test has just begun; you lead at the quarter, how about the half? Do we pass Montreal? Can they hold us? How about increasing the stroke from 36 to 38? The race grows more interesting and exciting every day. Your bulldog tenacity and ability must win! The odds are all against us, but what do we care? We have been giving away weight continually and easily outpointing our opponents. The confidence born of present victory is strong within us. The future holds forth no defeat to dampen your enthusiasm or shake your courage. You have got them all going; they are trailing in the rear. Your logical position is on top.

Our position is all in our favor. Our rivals have to match our record for the quarter before they can expect to come anywhere near us. We are working above them on a high level, and they will have to do a whole lot of digging before reaching our past mark.

I have no fear with the STRONG, WISE, EXPERIENCED, STEGER; BRAVE, CONSCIENTIOUS, ALLEN; LOYAL, LIVE WIRE AFFLECK; FAITHFUL TENACIOUS, WARD; BOLD, CLEVER ASHNER, with me The Company does not possess in any other division five such men their equal.

"A purpose once formed, and then Death or Victory. That quality will do anything that can be done in the world, and no talents, no circumstances, no opportunities will make a two-legged creature a man without it."

Attached you will find first complete T-N Record for first quarter. Study it carefully; make your present weakness your future strength, "more power to you."

Yours faithfully,
GEORGE MOWAT,
Sales Manager.



Be on the lookout for the spring S W P, out about March 12th. It's a winner!

Change in Printing and Sampling Department.



THROUGH the resignation of Mr. S. E. Baldwin, who leaves us to take up a position as Sales Manager with the National Roofing Co., of Tonawanda, N. Y., we announce the appointment of Mr. F. F. Hesse as General Superintendent of the Printing and Sampling Department.

Mr. Hesse started with the Company in 1892 as an apprentice in the Printing Department, and through conscientious, efficient and hard work, he was promoted from minor positions to foreman of the Composing Room two years ago, which position he held until his recent appointment.

The practical experience and thorough knowledge of the details of the department should enable Mr. Hesse to make the same success of his new position as has been the case with others held by him. He has the hearty co-operation and good will of all the staff.

A New Department.



WE have just received from the office of the President announcement that a new department has been created, to be called the Service Department—its motto, "For the Good of the Service." The work of this department will be for the benefit of each and every one of us in solving our personal problems and making the Company more and more a true business house and improving the health and service conditions.

Mr. D. C. Lowles, the appointed Manager, formerly Chief Accountant of the General Accounting Department, has been with the Company almost eight years and has always been deeply interested in the problems which are now in his charge. We bespeak for Mr. Lowles the hearty co-operation of the entire staff in this new and valuable work.

The President's bulletin reads:

"For some time past we have been planning to increase the scope of our welfare work, and in order to carry out the ideas we have in mind we have organized a new department of the business, to be known as the Service Department, in charge of D. C. Lowles, who has been making a special study of this work. It is our desire to make this department a factor in all matters of interest and helpfulness to our entire staff.

We feel more strongly than ever that the Company should provide facilities as far as possible for the health, comfort, happiness and prosperity of the staff; and it will be the aim of the new department to accomplish this purpose in a practical and business like manner."

WALTER H. COTTINGHAM,
President

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The Man From the Crowd.

Men seem as alike as the leaves on the trees,
As alike as the bees in a swarming of bees,
And we look at the millions that make up the State—
All equally little—and equally great,
And the pride of our courage is cowed.
Then Fate calls for a man who is larger than men—
There's a surge in the crowd—there's a movement—and then
There arises a man who is larger than men—
And the man comes up from the crowd.

The chasers of trifles run hither and yon,
And the little small days of small things still go on,
And the world seems no better at sunset than dawn,
And the race still increases its plentiful spawn,
And the voice of our wailing is loud.
Then the Great Deed calls out for the Great Man to come,
And the crowd, unbelieving, sits silent and dumb—
But the Great Deed is done, for the Great Man is come—
Aye—the man comes up from the crowd.

There's a dead hum of voices, all say the same thing,
And our forefathers' songs are the songs that we sing,
And the deeds by our fathers and grandfathers done
Are done by the son of the son of the son,
And our heads in contrition are bowed.
Lo! a call for a man who shall make all things new,
Goes down through the throng! See! He rises in view!
Make room for the man who shall make all things new—
For the man who comes up from the crowd!

And where is the man who comes up from the throng,
Who does the new deed and who sings the new song,
And who makes the old world as a world that is new?
And who is the man? It is you! It is you!
And your praise is exultant and proud.
We are waiting for you there—for you are the man!
Come up from the jostle as soon as you can;
Come up from the crowd there, for you are the man—
The man who comes up from the crowd.

SAM WALTER FOSS.

Mildew.

By Mr. J. C. Beardslee, Manager Manufacturing Department.



EVERY reader of THE CHAMELEON who has been connected with either the manufacture or sale of paint for any length of time has come in contact with complaint caused by "Mildew" or "Mold" as it is sometimes called, it being dark-colored patches which show up on the surface of paint.

In certain cases this is very objectionable and makes a very bad appearance. The contention on the part of a house owner usually is that this manifestation comes from within the paint, and is specifically caused by something contained in the composition of the paint itself.

In a recent complaint that was brought to my notice, I had the opportunity of submitting the entire subject to a scientist who has made a special study of these lower forms of vegetable life. He made microscopic examinations, and also cultures, after the manner usually employed by the bacteriological laboratories, and pronounced it a growth of green mold, scientifically called "Penicillium Glaucum."

The way in which this difficulty occurs is this: In the first place, the spores or seeds of this parasitical plant are always floating in the air, and will alight on and stick to any soft surface. When they stick to any soft surface they will multiply only when kept constantly damp. It is well known that the presence of undue dampness has a tendency to retard the drying of Linseed Oil. Where the drying of Linseed Oil has been retarded the tendency is for it to stay soft and somewhat tacky, longer than usual. This presents the opportunity for spores to attach themselves on the painted surface. With a plant of this character growth is very rapid, but it is absolutely essential that during growth the colony should not become dry, as dryness would check further development. For that reason it will be seen that two conditions must always be present where this difficulty occurs. In the first place the paint must either, through chilling or dampness, have been a little slower in drying than normal, thereby giving the spores a chance to attach themselves to it. Second, there must be more than the normal dampness to promote growth.

It will be seen from these two conditions, at once, why in the first place this manifestation is usually confined to certain well-defined localities. These are the localities where the necessary dampness for growth at times occurs. The spores being practically always present in the air, it is probable that a very large percentage of painted jobs catch the spores before the paint is dry, but, with the necessary moisture for development not being present, the spores never germinate.

This should make it perfectly clear that we are no more responsible for the appearance of this growth upon a house than the housewife is when the bread molds.

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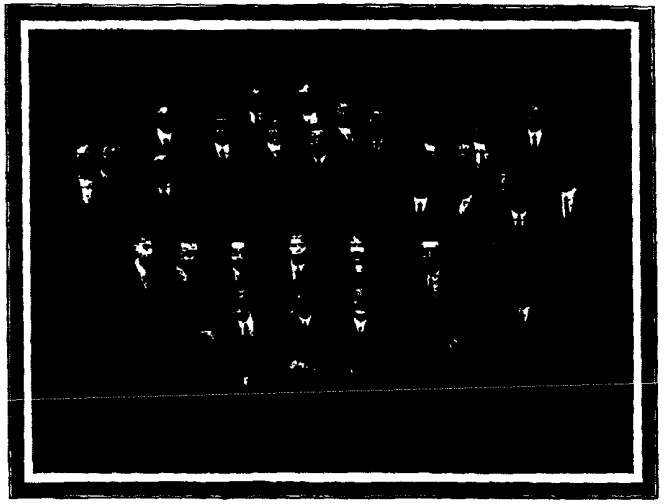
The Sherwin-Williams Glee Club.

THE S-W Glee Club, which was organized at Cleveland a little over two years ago with about sixteen members, has grown considerably during the past year until it now boasts a quota of thirty-three active members. Owing to the fact that there are more fellows singing this year than ever before, it has been possible to secure a much better balanced club than formerly, by transferring a number of the men from second tenor to first tenor, and from first bass to second bass, two parts which are as a rule inclined to be weak in every singing organization.

Rehearsals are held every Thursday afternoon after business hours for a period of forty-five minutes, and as a rule these rehearsals have been well attended.

It is interesting to note the number of departments represented in this organization. General Accounting comes first with twelve members, the Advertising Department and Central Division come next with five each: the rest are scattered—two from the Printing and Sampling Department and factory offices, one from the Decorative Department, one from the M. S. D. Department, one from the Dry Color Department, one from the General Office, one from the Varnish Sales Department, one from the Executive Department and one from the Linseed Oil Department.



The Sherwin-Williams Glee Club, Cleveland.

The list of active members of the Club are as follows:

1st Tenors: S. B. Chittenden, T. Reese, C. C. Andrews, W. H. Sadler, J. D. Jones, R. C. Billingsly, S. C. Ross, C. T. Brinker, Ralph Standen, H. H. Sippel.

2nd Tenors: C. E. Meech, H. L. Mooney, J. O. Kaser, E. H. Vogelpohl, E. B. Benson, D. E. Effert.

1st Bass: P. F. Kinnison, R. W. Buchanan, T. P. Harrison, A. W. Baeder, L. B. Navey, E. J. Day, A. Perkes, R. L. Pagel.

2nd Bass. L. K. Schwartz, D. E. Duncan, A. J. Howe, O. A. Hasse, E. E. Wilson, Joe Hogan, F. C. Kuhn, W. S. Schabel.

Accompanist: Luther Schroeder.

An Instruction in Decoration.

EVERYONE connected with our organization is always more or less interested in high-class decorative work, but all do not have the experience and training necessary to perform work of this character, or even recognize the important styles of decoration as applied to modern work. The study of how we have come to adopt the different styles in common usage today is a very interesting one. We all know a home of Colonial architecture when we see one, but few of us can tell the origin of this popular style or differentiate between a building of Gothic or Renaissance architecture.

In the January-February issue of The Colorist Magazine, published a few days ago, we commenced a "Series of Instruction" which is especially designed to help painters to become sufficiently familiar with decorative work, and particularly our Interior Finishes, so that they will, in a comparatively short time, be competent to carry out the decorative suggestions submitted by us to home-builders who have taken advantage of our proffered assistance. This "Series of Instruction" will include the very rudiments of Interior Decoration, and will be kept so simple that painters who have never attempted interior work of any character will be enabled to follow the course very easily. Each set of instructions will be divided into four parts, as follows: Decorative Design, Application of Design to Modern Work, Application of Material, Business Hints. In the first section will be given a very simple description of the decorative styles which bear particularly upon modern work. In the second section we will explain just how these particular styles can be best applied to modern work. The third section gives practical instructions for the application of our various materials, including stencil work, wall, woodwork and floor finishes. The last section is devoted to such subjects as simple accounting systems, suggestions that will help the painter to get more business, shop systems, etc.

Two assortments of materials necessary to carry out these instructions have been worked out, and prices are given in The Colorist. All the representatives receive a copy of every Colorist in the regular

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way, but those of the office staff who wish to take advantage of this series should ask the local Promoting Department Manager, who will see they are supplied with each month's issue.

Our representatives should make a special effort to interest all painters who have never taken up interior work, and this "Series of Instruction" will serve a double purpose, viz., help them to become better acquainted with high-class decorative work, and also to appreciate the adaptability of our decorative finishes for this character of work. There are several good arguments in favor of their taking this course of instructions.

1. These instructions are very simple at the start and gradually lead into more important decorative work.
2. Interior work will keep the painter busily engaged throughout the entire year.
3. Good prices and good profits can be obtained on interior decoration.
4. Decorative operations started by our Decorative Department will be referred to those painters who are capable of carrying out our suggestions.
5. Our Decorative Department will help these painters to land new business as soon as they show their ability to do the work.



Photograph of Our Chicago City Office, Recently Installed.



Selling Arguments that have made good



[The following is taken from a letter written by Mr. I. V. Steger, of the New Orleans Sales Division, to Mr. F. F. Myers, District Manager, upon receiving congratulations for having secured 18 new agents.—Ed.]



THE present price of paint has nothing to do with the landing of a B.P.A. who has not handled paint in the past. I have always contended that a representative makes a great mistake in talking price, for I find that one-half of the B.P.A.'s that I sell who have not handled paint before, never even ask me the price of our paint! If a man asks me what our goods are worth, I frequently reply that our goods cost no more than any other reputable manufacturer's. That usually ends the price talk.

A salesman can sell anything if he shows his customer where he can find a market for the article. The fact that the representative himself can sell it is an indication that the merchant can sell it, too, if he will go after his customer with the same enthusiasm that the salesman has when selling the merchant. The retailer would then have very little dead stock, and if we do not pump him full of enthusiasm we do not receive the mail orders that we should.

When I am trying to sell a B.P.A., and I think he has any intention of saying "No," I find it best to interrupt before he can say it. If he tells me "No" six or eight times he will then probably say that he is a man of his word and doesn't intend to buy just at present; so every time I see a man fixing his mouth to say "No," I find it best to ask him a question right quick and lead him on to some other subject for a minute. A man should never lose sight of the fact that he is the salesman and has the advantages on his side. He should never doubt for a minute but that he will be able to overcome any objections the buyer may have. The instant a salesman weakens he is lost, for it is a battle *between two minds, more than words.*



'Tisn't very often I step in to say how d'you do. But I want to tell you all—managers, salesmen, office boys—that this is *your* magazine, so send along any interesting things you come across. Be friendly and write once in awhile.

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Varnish Department.

IT is with pleasure that we mention the appointment of Mr. W. R. MacIntosh to represent us on Special Varnish territory, No. 55, with headquarters in Boston. For nine years Mr. MacIntosh has been connected with one of the largest furniture factories in the United States, and this practical experience equips him for making a big success in the important work of our Varnish Sales Department.

In welcoming Mr. MacIntosh to our organization, we do so with the confidence that he will have the co-operation and good fellowship of all of the staff, and take this occasion to wish him good fortune on his territory.

A Glimpse Into the Past.

VERY interesting exhibit is shown in the accompanying illustration. These two cans, as may be seen from the labels, are our Family Paint when it was known under the name "Osborn's Family Paint, manufactured by Sherwin Williams and Company."

The paint was sent to us by Mr. John Weidman, of Navarre, Ohio, who was our agent at that city many years ago. It was manufactured about the year 1882 and was stored by Mr. Weidman when he retired from business later.

That the paint is apparently in good condition after these years can be seen by shaking the packages, as the liquid is still present. It will be remembered that Family Paint was one of the first lines we manufactured in addition to SWP.



Osborn's Family Paint Manufactured About 1882. Still in Good Condition.

From Mr. W. R. Ashbrook's Bulletin.

Here are a few "B's". Put these in your bonnet and to the music of their buzzing accomplish greater things.

BE honest.

BE faithful.

BE a hustler.

BE on the job six days in the week.

BE cheerful, optimistic and enthusiastic.

BE helpful to your agent by assisting him to land the business, and by giving him selling pointers.

BE absolutely unshaken in your determination to make your estimate.

BE sure to call on every prospect before leaving for the next town.

BE a full liner.

BE a representative of the Company in such a true sense of the word that we would be willing to have the customer's estimate of your character and ability go on record as his estimate of the character and policy of our Company.

So. Western District



All hands in this district are busy with Insecticide business, and we are getting results, too. Honestly, it seems to us that we are receiving inquiries on Insecticides from sections of the country where you would least think there were any possibilities. This convinces us that we should all be wide awake to the possibilities of this Insecticide proposition, and that we should certainly not overlook any bets. One of our representatives who informed us early in the fall that there were no Insecticide possibilities in his territory, just this week landed a solid car of our Lime-Sulfur and Arsenate of Lead, and he feels now that if he had been just a little more wide awake to the possibilities he would possibly have sold three cars instead of one.

The district has never had such success with Decorative Suggestions as we are having now. All of us are rapidly realizing the importance of properly handling our Decorative Department work, and it is really gratifying to note that our salesmen are all working this proposition in a very thorough way. Our Mr. E. H. Nolte, on Territory No. 617, reports sales on one operation in his territory already amounting to $600, with more to come.

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Atlantic Coast District

New England Sales Division.

In pushing Aluminum Paint this Spring we have two good testimonials of its practical durability and covering capacity. The Winthrop Standpipe, Winthrop, Mass., was recently painted with our Aluminum Paint; forty-four gallons of Aluminum Paint Primer and twenty-two gallons of Aluminum Paint being required to complete the job. The surface presents a splendid appearance, and the commissioners are so well pleased that in their report they will make favorable mention of our goods.

One hundred and two gallons of Aluminum Paint were used for the different metal surfaces in the new Holmes Mill, in New Bedford, Mass.

At the recent Master Painters' Convention, in Boston, Mass., our Old Dutch Process Lead was successfully introduced to the painters of New England, with the help of our White Lead display and an open can of lead. It was surprising indeed, the number of painters ten or fifteen years in the business who professed absolute ignorance as to the method used in corroding lead. During the Convention many of our painter agents took as souvenirs the partly corroded lead buckles to be used in some of their window displays.

Mr. Edward S. Blanchard opened a new account with a large carriage concern in Portland, Maine, with an order for over two hundred pounds of Quick Drying Coach Colors.



Central District

It is the carload bug instead of the hook worm with our Southern representatives. We received a carload for J. H. Fall & Co. from Mr. B. L. Reynolds; another for Byrum & Butcher taken by one of our new recruits, Mr. G. G. Menefee. Keep your eye on the Cincinnati Division. They are going to let you know that the Queen City bunch is in the race.

Territory No. 20 is being very thoroughly canvassed. At the speed Mr. Hall is going there will be but few agency prospects left; four agents in five days is "going some." In the last issue we reported Mr. Magill recovering from tonsilitis. His recovery was quite complete, for he immediately secured a carload of Commonwealth Barn Red from one of our agents. The varnish fever has certainly got hold of Mr. Dube. Every day brings us splendid varnish orders from Territory No. 5. Mr. Dube recently closed a large agency at Conneaut, which is the last of the stores operated by the Mitchell Hardware Co.

Mr. Gill and his special outfit are in great demand. He is spending the week at Steubenville with our representative, Mr. Massee, and from all reports is doing excellent work. He goes to Uniontown, Pa., and Scottdale, Pa., next, where, together with Mr. Harshbarger, they expect to line up some large business. Mr. Gill's assistance to the representatives cannot be too largely estimated.

SALES DEPARTMENT NOTES.

Representatives' Competition to February 1st, 1911.

The New Orleans Sales Division has been steadily forging ahead and now occupies the first position as leaders in new SWP agents, passing the Montreal Division. During the last month Cincinnati has jumped from sixth to third place and Kansas City from ninth to fifth. In dealers and other accounts St. Louis and Montreal Divisions have made some rapid gains.

Leaders in New SWP Agents.

New Orleans Sales Division,

I. A. Steger	15
A. E. Allen	7 each
J. G. Ward	7 each
J. H. Ashner	5

Montreal Sales Division,

R. E. Stinson	13
A. E. Cowley	12
W. L. Massiah	9

Cincinnati Sales Division,

B. L. Reynolds	12
J. T. Menefee	5
F. H. Bogrand	2 each
E. E. Swineford	2 each
W. P. Hambaugh	2 each

Omaha Sales Division,

L. J. Heim	11
C. L. Berg	5 each
H. Dalton	5 each
F. A. Welsh	2

Kansas City Sales Division,

E. J. Clare	9
E. H. Nolte	4
G. A. Dorwart	3

Minneapolis Sales Division,

H. C. Lau	8
J. E. Trow	6
W. C. Fischer	3 each
P. H. O'Neill	3 each
T. M. Brude	3 each

Dallas Sales Division,

E. Gross	8
J. J. Twaddell	6
C. S. Rugland	3 each
F. M. Roach	3 each
H. A. Weimaker	3 each

Winnipeg Sales Division,

J. B. Buckham	7 each
A. J. Boyd	7 each
W. J. Miller	5
J. J. Whalen	4

Portland Sales Division,

C. S. Travers	5 each
W. H. Lilley	5 each
B. L. Rogers	4
I. V. Sator	3

New England Sales Division,

W. L. Hessey	5
R. H. Haynes	4
H. C. Stratton	3

Chicago Sales Division,

E. A. Bush	5
W. F. Gallinger	2 each
R. S. Maddock	2 each
R. H. Fleming	2 each
C. S. Wheeler	2 each
E. Claxton	1 each
J. W. Ward	1 each
F. A. Spoon	1 each

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Cleveland Sales Division,

J. A. Magill — 4 each
G. Dube — 4 each
J. H. Hall — 3
E. Hess — 2 each
A. Massen — 2 each

St. Louis Sales Division,

G. E. L. Dyson — 4
H. P. Reeds — 3
R. J. Tooker — 2

Philadelphia Sales Division,

J. P. Minetree — 4
W. D. Peyton — 2 each
A. Larkins — 2 each
W. H. Jarden, Jr. — 2 each

San Francisco Sales Division,

H. W. Gerber — 3 each
F. W. Wansner — 3 each
W. E. Carter — 2
B. R. McBride — 1

Newark Sales Division,

M. B. Millanaugh — 3
A. D. Collins — 2 each
F. C. Dunnison — 2 each

Los Angeles Sales Division,

M. M. Wolcott — 2
G. W. Burrill — 1

Savannah Sales Division,

I. D. Wilson — 2

Leaders in New Dealers and New Other Accounts.

Newark Sales Division,

G. A. Albarran — 143
F. L. Foy — 35
G. S. Spettigue — 29

St. Louis Sales Division,

G. E. L. Dyson — 30
R. J. Tooker — 19
T. S Bradley — 18

Montreal Sales Division,

W. L. Masgiah — 37
J. E. Auger — 15
R. E. Stinson — 14 each
W. P. Downing — 14 each

New Orleans Sales Division,

T. Affleck — 35 each
A. E. Allen — 35 each
J. G. Ward — 25
L. A. Steger — 14

San Francisco Sales Division,

F. W. Wansner — 35
H. W. Gerber — 27
B. R. McBride — 25

Philadelphia Sales Division,

F. E. Drew — 33
A. Larkins — 32
G. E. Elliott — 27

Cincinnati Sales Division,

B. L. Reynolds — 32
F. H. Bogrand — 31
J. L. Pondery — 18

Cleveland Sales Division,

W. A. Mason — 32
A. N. Patriarche — 26
E. Hess — 21

Dallas Sales Division,

G. E. Cannon — 32
F. M. Roach — 20
E. Gross — 19

Savannah Sales Division,

F. D. Spencer — 26
H. F. Hinish — 25
A. D. Kiser — 18

Portland Sales Division,

W. H. Lilley — 26
I. V. Sater — 25
C. S. Travers — 17

Minneapolis Sales Division,

F. D. Randall — 26
H. C. Lau — 20
J. E. Trow — 19

Omaha Sales Division,

F. C. Konower — 25
F. A. Welsh — 23
L. J. Heim — 18

Kansas City Sales Division,

E. H. Nolte — 22
A. M Bollman — 17
W. H. Barber — 16

Chicago Sales Division,

R. W. Jay — 21
W. F. Gallinger — 19
G. J. Manassa — 18

New England Sales Division,

J. H Haynes — 19
R. M. Fay — 11
W. B. DeWolfe — 9

Los Angeles Sales Division,

E. L. Culver — 18
G. W. Burrill — 8
L. B. McDade — 6

Winnipeg Sales Division,

L. M. Williamson — 11
H. H. Eager — 7
I. B. Buckham — 5 each
A. J. Boyd — 5 each

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