

This Actually Happened: ED LANG PROVES IT WITH A BANG - Kem-Tone Is Really Washable!



MORAL
WHEN WORDS FAIL
DEMONSTRATE!

ED LANG
PROVED THAT IT PAYS
IN HIS STORE AT
14614 ST. CLAIR AVE
CLEVELAND, OHIO

[illegible]

**Green Style
Guide Builds
Kem-Tone Sales**

(Continued from Page 3)
in the Green Room. I will post your
latest ideas today reading "Mem-
Tone" in the following pages. As
soon as you have time, please con-
sider them more fully:

792	812	364
364	327	346
799	309	347
798	344	347
355	342	373
351	342	

420—Lower center, upper left
120 upper center
415—upper center, lower left
415—upper right, lower left
There are several other "can't's"
I want to mention. You may see
the wall color change could be matched
at the K.M.Town modern. For
example:
284—COITLH; R.L. Midland Green
284—Midland Green
284—Fuchsin
284—Teckling and Fuchsin Gray
same parts
284—Fuchsin
415—Midland Green
415—Midland Green
415—Midland Green
355—Yorktown White
377—Yorktown White

Most encouraging in the development of the Karm-Yah market has been the dealers' enthusiasm for the product. This has made itself manifest in numerous requests for more product, prompt reactions to

"Been Stopping 'Em, Right and Left"

Just smart people! (I love them and they love me!) I've been using the Green Guide to work on your Kem-Tone sales staff.

Steve Marlowe, Napa, CA
 Instead of just saying up to you, Ken, I've been giving them helpful tips on how to use it.

DOANIES IN KEM-TONE

Alfred came works as a couple times in the store to buy Kem-Tone for his additional income. He has been using it for the last completed three months and had several medical results. His wife, Ann, has been more than 150 of them in their area. They have been very happy and able to do any kind of thing in the Winter because the pain when they are walking three miles they did not even have a sign of weary. They are very appreciative that we are able to furnish them with a product that is so objectionable and one that they could use every day in the Winter without injury.

"Been Stopping 'Em, Right and Left"

[illegible]

Hurry Up Job Lands Complete Hotel On Kem-Tone

Rep. R. O. Hinton of Kansas City reports that his dealer Earl Miller, who has a Ford, Ohio, demonstrated a new "one in a partner at Yonkersville. Miller thought he bought two gallons of beer, or just an even number. Three in afternoon, Miller completed his night. Miller's dealer, Miller sold an N-7.

TACKS UP SIGN ON DEALERS' FRONT DOOR

Rep. Ford of Cleveland D. Miller, who has a Ford, Ohio, demonstrated a new "one in a partner at Yonkersville. Miller thought he bought two gallons of beer, or just an even number. Three in afternoon, Miller completed his night. Miller's dealer, Miller sold an N-7.

**Have
You Tried
KEM-TONE**

on your

New Store Banner and Signs "Put KEM-TONE Over"

[illegible]

SHERWIN-WILLIAMS
PAINTS WALLPAPER

WIVES | HUSBANDS | STUDENTS

keep hubby home by
brightening up the
walls with

Kem-1

the cheery atmosphere he likes. No more "Sitting up with a sick friend"

What more should a
hubby want than a
pleasant wife and a
cheerful home?

-YOU have the wife
-WE have **Kem-Tone**

THE WASHABLE WALL FINISH

**BRIGHTEN UP YOUR
STUDY ROOM WITH**

Kem-Tone

MAKE YOUR HOME-WORK

A PLEASURE AND YOUR
REPORT CARD FILLED
WITH A A A A A A A

Stanley B. Moore of The Heights Paint Store

will supply you with color cards and complete information on how to decorate a room or your complete home

HEIGHTS PAINT STORE

2114 LEE ROAD (Just North of Cedar) Front of the Maaco Building Shop

[illegible]

Headquarters 1

Yellowstone 8448