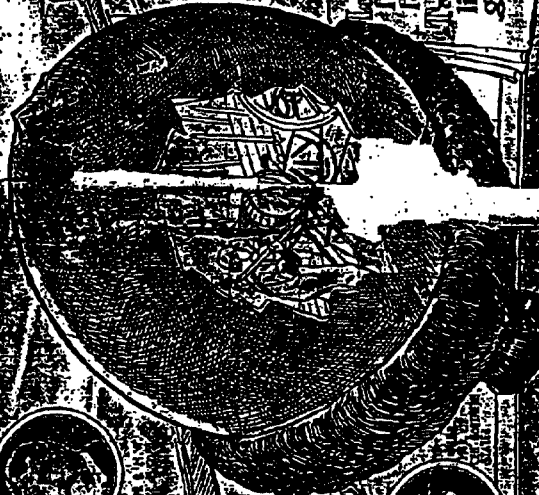


# COMPIGMY TO GIANT

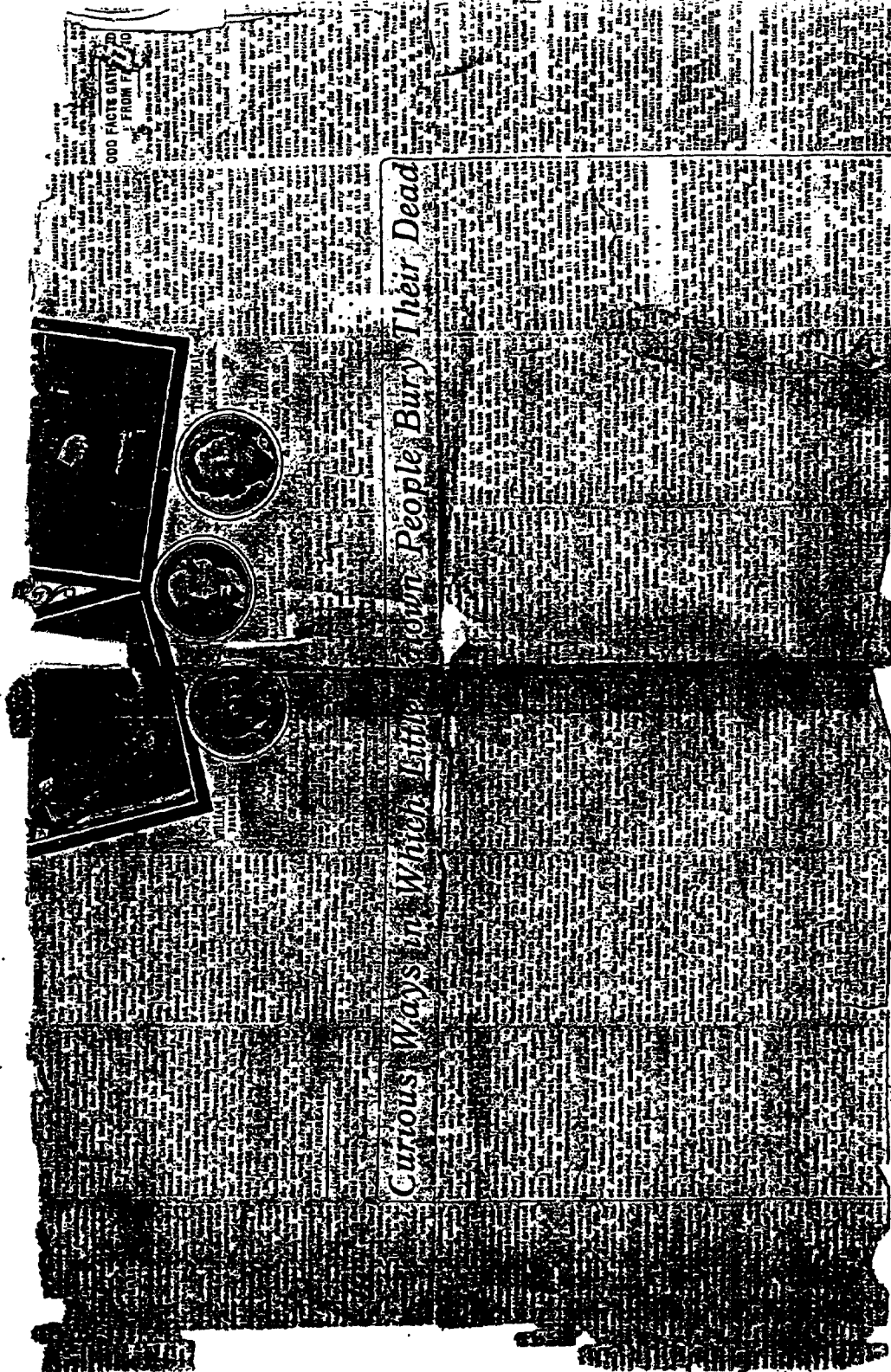
HOW a Unique Congress, to be Held this Week in Detroit, Recalls the Story of Two Young Men and a Barrel of Rain, and the Struggles Which Resulted in the Greatest Institution of Its Kind in the World.



Large stream of  
from little  
fountain flow  
fall onto from  
little acorns  
grow



0007-SWP-043021



# St. Christmas

**THE NEWS** came early this morning to the people of the city, and the thought of the great celebration of the centennial of the birth of Christ was on the minds of all. It is a birthday, and we are to celebrate it by the doing of good deeds, and by the giving of our hearts to the service of our fellow men. We are to do this as the angels did when they first saw the light of the world, and as the angels did when they first saw the light of the world.



1. MR. WILLIAM J. FORBES, JR.,  
Counselor at Law for the  
State Bar Association, New York  
City, advised that the  
State Bar Association has  
been advised by the  
Attorney General that  
the State Bar Association  
is not a charitable  
organization and that  
it is not exempt from  
federal income tax.

THE

the first time in the history of the world, the United States has been able to produce a surplus of food and fiber for export. This is a remarkable achievement, considering that the United States has only about 10 percent of the world's population, but it produces about 20 percent of the world's food and fiber. This is due to a number of factors, including the use of modern agricultural machinery, the development of new crop varieties, and the use of fertilizers and pesticides. The United States has also been able to export its surplus food and fiber to other countries, which has helped to improve the world's food supply.

[illegible]

The following is a list of the names of the persons who have been appointed to the various positions in the various departments of the Government of the State of New York, for the year 1900.

**THURSDAY:**

A black and white photograph showing a dense, textured surface, possibly a wall or a large piece of fabric. A prominent horizontal line runs across the middle of the image, dividing it into two sections. The texture is highly irregular and granular, with many small, dark spots and variations in tone. The lighting appears to come from the left, creating a slight gradient of brightness across the surface.

[illegible][illegible][illegible][illegible]

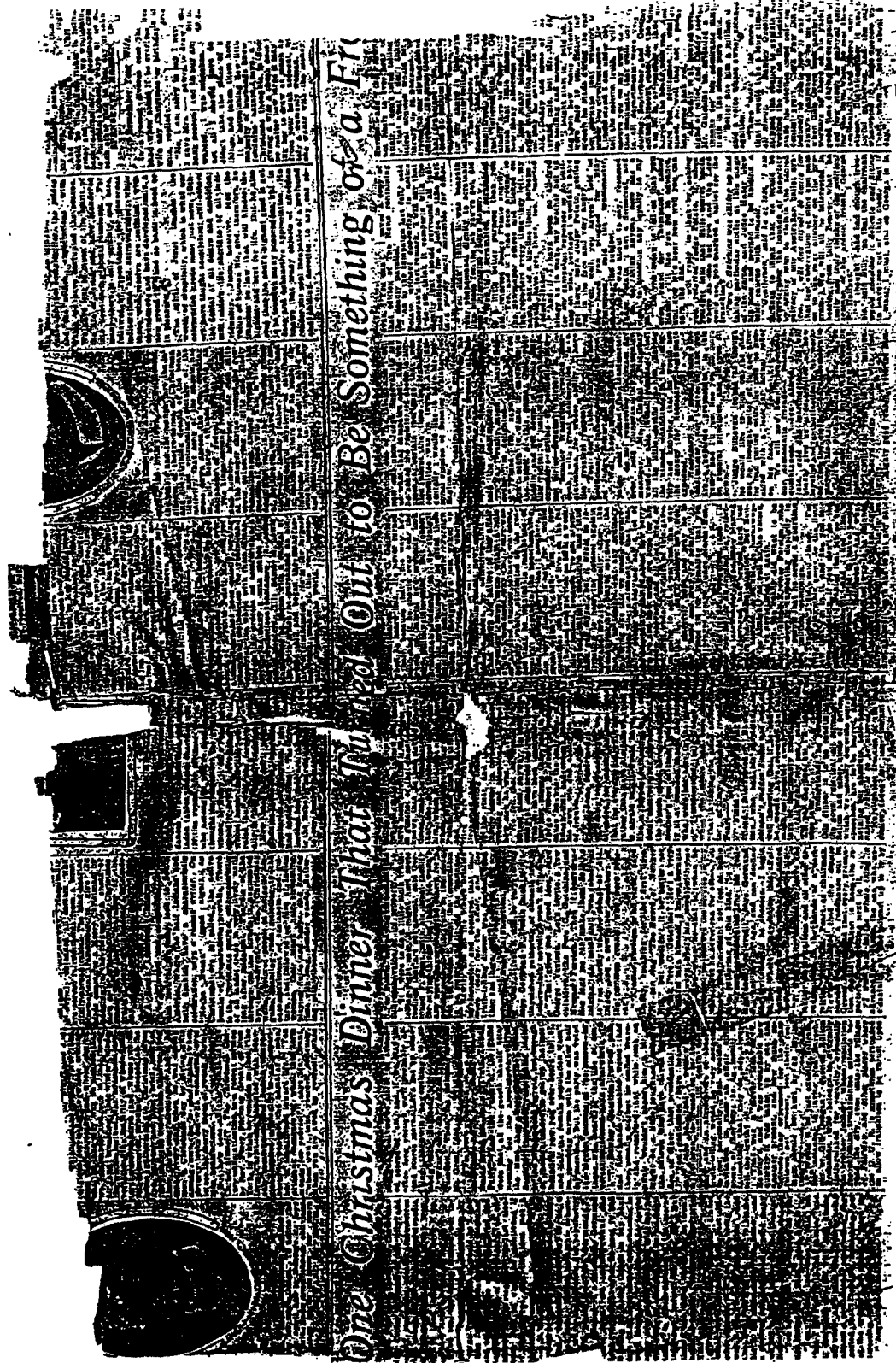
**6-4 Season in Learning the joys of Self-Satisfaction**



WISDOM

and blood, each child is a child in its own right, and each child has its own problems. It is not a matter of one child being better than another, but of each child being what it is, and each child being what it needs.

0007-SWP-043024



0007-SWP-000126180

*Detroit Journal*  
November 1906

All honor and credit are due the Acme White Lead and Color Works, Detroit, Mich., for the handsome brochure which it issued in honor of the thirteenth annual convention of the National Association of Agricultural Implement and Vehicle Manufacturers. The illustrations evidence that the Acme camera man is no novice at the business. The book will be highly prized by those so fortunate as to receive a copy.

*Commercial America*  
Nov. 1906

The Acme White Lead and Color Works, at Detroit, Mich., is said to have the largest individual paint and varnish factory in the world. Their goods have been offered in foreign markets for many years, and the popularity of their product has so increased the demand that it has become necessary for them to establish a complete foreign department in connection with their plant. The works are described as being one of the best paint plants in existence and there are some interesting industrial betterment features in connection with them, including a library, a music and rest room, and similar features for the use of the employees.

*Detroit Journal*  
Nov. 1906

**PAINT COMPANY COMING**

**ROWLEY CONCERN OF ST. LOUIS TO MOVE TO DETROIT**

The Rowley Lead Co. of St. Louis, Mo., is coming to Detroit. Various industries among which the Board of Commerce was the leader, have been at work for some time to bring this industry here.

The president of the company, W. H. Rowley, was quick to see the advantages of Detroit in local traffic, manufacturing conditions, and no time in deciding on the removal. A site was secured on St. Antoine Avenue, near Stoney, and Donaldson & Meier gave the commission to make plans for a three-story factory building.

The entire business will be moved to Detroit when the new building is completed and equipped. The annual output will amount to about \$1,200,000 in value.

Mr. Rowley is a believer in Boards of Commerce, and has announced his intention of joining the board here and at giving its members a reception in the new plant.

*Detroit Journal*  
Nov. 1906

**THE ROWLEY LEAD CO.**  
The Rowley Lead Co. of St. Louis, Mo., is coming to Detroit. Various industries among which the Board of Commerce was the leader, have been at work for some time to bring this industry here. The president of the company, W. H. Rowley, was quick to see the advantages of Detroit in local traffic, manufacturing conditions, and no time in deciding on the removal. A site was secured on St. Antoine Avenue, near Stoney, and Donaldson & Meier gave the commission to make plans for a three-story factory building. The entire business will be moved to Detroit when the new building is completed and equipped. The annual output will amount to about \$1,200,000 in value. Mr. Rowley is a believer in Boards of Commerce, and has announced his intention of joining the board here and at giving its members a reception in the new plant.

*Buyers' Index*  
Sept. 1906

Acme White Lead and Color Works, of Detroit, Mich., U. S. A., has issued a little booklet as a souvenir of the opening of the new Administration Building of this company. It is printed in two colors and illustrated throughout. It helps to show the enormity of the largest paint and varnish plant in the world.

0007-SWP-043025

0007-SWP-000126181

## DETROIT GETS ANOTHER BIG-MANUFACTURING INDUSTRY AWAY FROM ST. LOUIS, MO.



Main Building Designed for the Rowley Lead Co., to Be Erected on St. Aubin Avenue, Near Sidney Avenue.

After negotiations covering about six months the Board of Commerce has landed a new industry for Detroit, which will add \$1,250,000 to the value of the annual output of Detroit's factories and contribute materially to the supremacy of one of Detroit's greatest industries.

The establishment is the Rowley Lead Co., of St. Louis, one of the largest establishments of its kind in the country. It has been practically assured for several days that the factory would move to Detroit, but the board preferred to delay the announcement of its success until a meeting in New York, which was held Saturday, made assurance doubly sure.

William H. Rowley, the head of the concern, is an expert manufacturer of lead products and has patented a process by which white lead of the finest quality is made by improved methods without losing the advantages of the old Dutch process.

One interesting fact in connection with the company is that it is independent of the trust and in the field in competition with the Guggenheim, who are said to control the smelting and refining trust and the lead trust. These aggregations of capital take in the making of red lead, white lead, lead pipe, sheet lead, shot and many other articles. Of the 300,000 tons of metallic lead produced in the country annually, about 150,000 tons go into the manufacture of red lead, white lead and litharge, which are the branches of the business in which the Rowley company is interested. These products are used in the paint industry,

in which Detroit is so much interested.

The plant will be located on St. Aubin avenue near Sidney, Donaldson & Meier are at work on the plans.



WILLIAM H. ROWLEY, head of the Rowley Lead Co., St. Louis, Mo., who will remove his big establishment to Detroit.

which call for a fireproof main building constructed so as to make the working conditions of the employees the best possible. Work is to be begun as soon as the working drawings

are complete. The main building is to be 100,000 feet. The site is near the Acme White Lead & Color works, with which the new concern is to be allied, as it is the greatest customer of the Rowley company.

The importance of the industry to Detroit will be appreciated when it is remembered that this city is the largest producer of paints and varnishes in the world. The greater part of the product of the company, which is about 10 per cent of the entire American output, will be consumed in Detroit. The output will amount to about 10,000 tons, worth \$1,250,000, and since it is made in competition with the trust it assures Detroit of fair prices on one of its most important raw materials.

Alvan Macaulay, chairman of the Board of Commerce committee on new industries, whose own concern, the Burroughs Adding Machine Co., came from St. Louis about two years ago, is authority for the statement that Detroit's reputation for excellence of production in many other lines was one strong reason leading to the removal of the Rowley plant to this city. Of course the board had to "show" Mr. Rowley, he being from Missouri, where he could make more money in Detroit than he found anywhere else, and the success in getting him is evidence of the thoroughness of the board's work.

Mr. Rowley is described by those who know him as a man of broad ideas, a success in his own business and interested in public questions of all kinds. When he comes to Detroit he says he proposes to take an active part in furthering the civil interests of the city, just as he did while a resident of St. Louis, and to become a member of the Board of Commerce. He has expressed an intention of giving an "open day" to the board for the inspection of his plant when it is completed. That he expects will be some time next April.

0007-SWP-043026



JAS. DOUGALL.  
E-29  
Central Ohio.



H. J. DORSON.  
E-27  
Southern Michigan.

SALESMEN  
OF  
DISTRICT E



W. L. ELLIOTT.  
E-28  
Cincinnati and Vicinity.



P. R. DOUGALL,  
Sales Manager,  
General Trade Department.



G. C. BURNHAM, JR.,  
E-25  
Central Michigan.



WATSON WESLEY.  
E-26  
The Thumb of Michigan



A. S. DOUGALL,  
Assistant Sales Manager,  
General Trade Department.



P. C. PRAYSER.  
E 25-28  
Kentucky and Southern Parts of Indiana and Illinois.

0007-SWP-043027

# WHITE CITY NEWS

## Varnotile.



Too many good things cannot be said relative to the "genuine" merit of Varnotile. The following facts will illustrate to you why it is a superior finish and one that cannot be improved upon.

In its manufacture we utilize only the best amber gums, combined in proper proportion with a specially prepared oil and turpentine—the latter being for the purpose of imparting easy working and flowing properties. These properties are very essential because such goods are frequently used by housewives and inexperienced consumers, meaning that the varnish must practically do its own work and be so easy to apply and flow out so freely that there will be no possibility of laps.

The especially prepared linpid oil we use was perfected by us after years of experimenting, and is the only oil that can be used successfully in making a perfect floor finish, possessing the requisite features—transparency, toughness, elasticity and durability.

Varnotile does not contain a single trace of resin, because it is the worst possible ingredient that could be incorporated in a floor finish for the reason that it will turn white when walked on, and will turn white if it comes in contact with water, and a finish of this character in which resin is one of the constituents has a tendency to easily chip.

Varnotile dries in from sixteen to twenty-four hours—depending upon conditions, and inasmuch as it is a long oil piece of goods the greater length of time it is given to dry the better. It dries with an elegant, permanent lustre, and is made from such carefully selected materials that it can be rubbed and polished if desired.

We know of an instance where Varnotile has been on the surface for a period of two years, and to-day it looks equally as well as if it had been applied only two months instead of two years. In the same residence another floor was finished at the same time with floor finish made by another house and had to be refinished

within a comparatively short time, and does not commence to look as well at the present time as the floor finished two years ago with Varnotile, consequently the desirability and economy of using Varnotile will at once be apparent to you.

Varnotile thoroughly seals and takes hold of the pores of the wood, virtually becoming part of the wood itself.

Varnotile must not be applied over Shellac or Surfacer. On close grained woods, like pine, it should be put on over the bare wood, and on open grained woods, like oak, it should be applied after the floor has been filled with a good paste filler—like our Davies' Paste Wood Filler.

During the past year, with an output of about twenty thousand gallons, we have received two complaints. One of these complaints was due to the fact that two coats of shellac were used as a first coat, which when dry flaked off very easily and the Varnotile necessarily came with it.

The other complaint was in no way the fault of Varnotile. It appears that the floor was washed with soap and water, and the finish applied before the soap was thoroughly cleaned off and the wood perfectly free from moisture. Under such adverse conditions it was not at all surprising that trouble ensued.

With only two complaints in the course of a year, both of which were due to causes beyond our control, we are justified in feeling proud of our product.

Varnotile was primarily designed as a floor finish. It is as well a most excellent article for linoleum or oil cloth, imparting a fresh, glossy finish, and greatly adding to the durability of same.

The demand for a floor finish that can be depended upon is enormous. You certainly have it in Varnotile, and there is no reason in the world why we should not at least double our output this year, but the best of reasons why this should prove a very simple problem.

Sell every dealer you call upon a case or two of Varnotile. You can do it if you only half try. A start is all that is necessary, because the inevitable result must be repeat business and lots of it.

It's up to you.

Come on, boys!

Mr. W. J. Schaefer, of District N, has drawn first blood on Kal-Som, having sent in a nice order from the Madison Paint and Wall Paper Co., Madison, Wis.

Mr. H. F. Whitaker sold a nice big stock order of Kal-Som to the Valley City Glass and Paint Co., of Grand Rapids, Mich.

## He's a Hunter from the Word Go.

Mr. Welch joined our selling force on August 15th, 1905, in the capacity of special salesman to back up our distributors. The J. W. Edgerly Co., at Ottumwa, Iowa. Mr. A. D. Hoagg found him somewhere out in Minnesota, and a "find" of the most valuable kind he has proved to be. We don't know his nationality but guess him to be an American, with more than the usual degree of bull dog tenacity and hustle.

His ability as a salesman "sticks up like a sore thumb." He is evidently in



H. K. WELCH.

love with his work, as he is making good and has shown excellent results from the day he started to sell the A. Q. lines.

We have never had the pleasure of meeting Mr. Welch personally, but we understand from Mr. A. D. Hoagg that he is a man of fine character, pleasing personality and undaunting courage. Mr. Welch's long suit is the landing of \$5000 proposition deals. We introduce him to our representatives, and take this occasion to wish him unlimited success in the future.

The Chicago Branch sent us in a nice order for Kal-Som for stock. Who will be the next?

Don't let your route sheet show one town made next week without an order from it.

We want a number of car-load orders for Kal-Som for shipment, say, March 1st. Get your distributors in line now.

Don't be satisfied with small orders. Work for big ones. But remember that a small order is far better than no order.

Our Secretary and General Manager, Mr. Thos. Neal, leaves to-night on a trip to the Pacific coast, and he will return by way of Texas points.

0007-SWP-043028