

VACATION TIME

Little rays of sunlight,
'Skeeters by the million,
Make your face an ad for
S-W Vermilion.

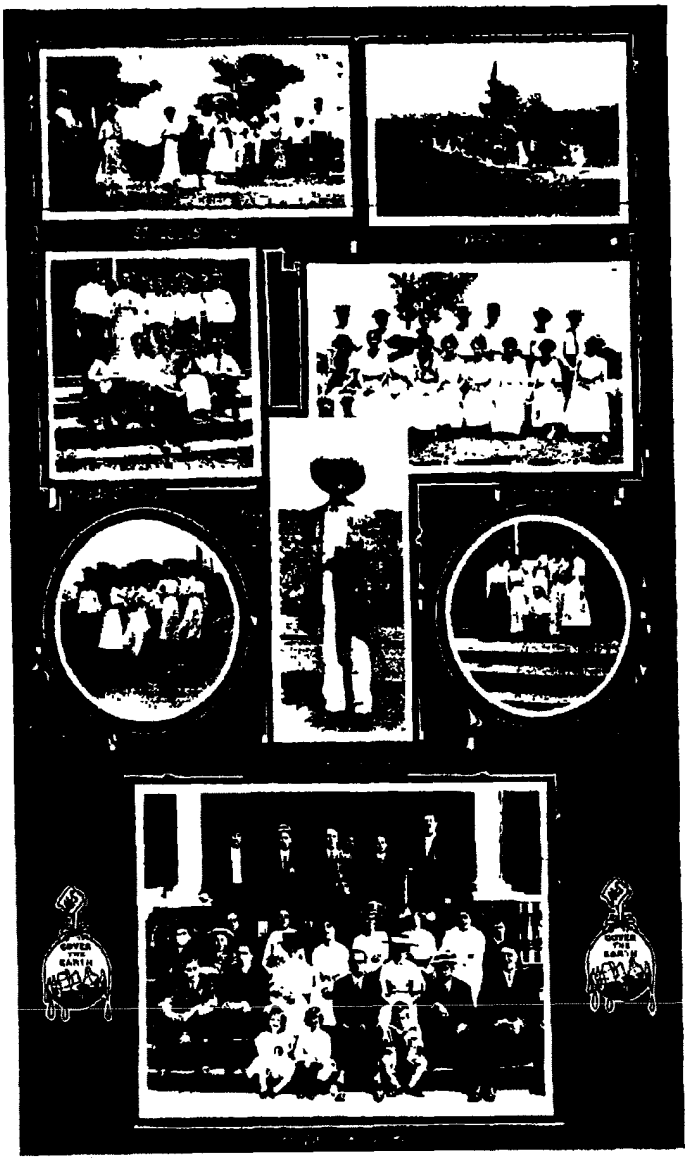
The Little Paint Man

The Chameleon

AUGUST-SEPTEMBER 1911



N23509



SOME PICNIC PHOTOGRAPHS

The Cham

Published each month at 101 Canal
Cleveland for the interest and
THE SHERWIN-WILLIAMS CO.'S



VOL. XIV. AUGUST-SEPT.,

Back from Vaca



VACATION days are past, an
by the respite from our lab
pared to overcome more
achieve greater successes.
creation enjoyed amid the
the country with perfect re
the trifling anxieties of t
our commercial battles w
greater ambitions.

The goal of the Sherwin-Williams re
one, but calls for our most persistent, in
forts. Our plans must be firmly established
We must have a definite object constantly
our work daily, strengthening our weak p
to avail ourselves of opportunities that pre
organization has been built upon a plan o
body helps one another. We must make
rigidly adhering to the plan and purpose
see if we are maintaining our highest st
only by such untiring efforts that success

But just as our work demands the be
wards and exultation of achievement will
terial recompense, but the joy of havin
difficulties and the preparation it affords

The coming months will be busy mon
old of a great campaign—the greatest in o
matured and been perfected after many m
ful planning. There are new records to
won. And so we resume our duties with
tion from past experience and inspired aml

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Some Happenings at the Get-Together Outing

EVIDENTLY the secretary of the Get-Together Club failed to make his customary arrangements with the weather-bird when it was decided to hold the annual outing on June 17, because for the first time for several years it rained while the outing was in progress. But it is said that obstacles are put in our path merely for the gratification we have in surmounting them. And accustomed to battling against overwhelming odds, it requires more than the inclemency of the weather to dampen the ardor and good spirits of the dauntless members.

It was not in their usual holiday array that the assemblage gathered, but umbrellas, rain-coats and caps were in evidence as they departed from the Public Square. Avon Beach—the scene of many S-W festivities—nevertheless appeared just as welcome as at other times and although the pre-arranged base ball games had to be dispensed with, the bowling alley proved an entertaining substitute. While everybody had been in careful training for the base ball contests—at least so it was averred—several members distinguished themselves for their success in hitting the elusive pins, while others "extinguished" themselves through their inability. But we won't mention any names.



"Even if it does rain, what do we care!" The Get-Together Outing, Avon Beach Park

As would naturally be expected by anyone familiar with his past record, our "star athlete," Dave Jones, excelled in this pastime as he does in many others, capturing the coveted honors, much to the chagrin of some of the "also rans." Later on in the afternoon the rain ceased and two informal games of base ball were indulged in.

It was five o'clock when dinner was served, after which Mr. A. D. Joyce and Mr. G. A. Martin addressed the gathering, and Mr. D. R. Jones was presented with the prize for winning the bowling games, which he acknowledged with thanks. Mr. C. G. Bull then read the resolutions adopted by the members and entrusted Mr. Joyce with the presentation of a gift from the Club to its President, Mr. W. H. Cottingham, who was unable to be with them on the occasion.

The return home was made at 7 p. m., and notwithstanding the rain, the outing was a most pleasant and enjoyable one.

The Benefit Association

THE Board of Trustees of the Benefit Association held their first meeting under the new regulations on Tuesday, July 11, on which occasion the officers and committees to serve until January 1, 1912, were appointed:

OFFICERS AND STANDING COMMITTEES

President, A. D. Joyce — *Vice-President*, J. E. Bradley
Treasurer, A. W. Frank — *Secretary*, D. C. Lowles

OPERATING COMMITTEE	FINANCE COMMITTEE
D. C. Lowles	A. W. Frank
F. E. Davis	S. P. Fenn
A. E. Oldham	H. C. Schofield

AUDITING COMMITTEE

H. J. Douglas — A. A. Sims

The Trustees of the Association are as follows:

Representing the Company	*Representing the Members*
A. D. Joyce	J. E. Bradley
G. A. Martin	A. P. Russell
S. P. Fenn	J. Myers
J. C. Beardslee	J. Stollsteimer
F. E. Davis	A. E. Oldham

Ex Officio, D. C. Lowles

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Preparations for the Fall Campaign

FOR the last few weeks our Advertising Department has been busily engaged in preparations for our big Fall Campaign and during the coming months our agents, BPA's and the world at large, will hear and read a great deal about Sherwin-Williams Paints and Varnishes. It is going to be a campaign for business in which the entire organization will put forth their united efforts and unless the results exceed all previous records we will be disappointed. For the sake of convenience the Fall Campaign may be divided into three parts:

Campaign to agents.
Campaign to BPA's.
Campaign to consumers.

In our plans for new business we must not overlook the agent, for we want to encourage our established trade towards taking a vigorous interest in our campaign. The Fall Campaign *S W P* which will be mailed August 25 is a special issue, containing, in the form of a story, a complete plan for our agents to go after the paint trade this fall. With it, the fall window trim will be enclosed. This window display is similar to the one prepared for spring and which proved so very effective. All representatives should see that their agents make use of this feature. P. O. blanks will also be included as well as a sheet showing our new fall newspaper electros, and a sheet of our magazine advertisements which will appear this fall.

The campaign to BPA's is in the form of six messages, each feature discussing a phase of our proposition and showing how our agency will help the prospect in his business, and how he can make money with it. The final feature will be a special letter soliciting a request for further information. These features will be mailed out at regular intervals and copies sent to all representatives at the time. Further particulars will be given by Sales and Promoting Department Managers.

An extensive magazine advertising campaign has been arranged for reaching the householder and we have selected the best publications for doing so. As usual, many of the advertisements will be in color. This fall we have a new set of color plates entitled, "A Style Portfolio of Home Decoration." These will illustrate different homes painted with SWP and we believe will be even a greater hit than our popular "Ideal Plan of Home Decoration."

This brief outline will give you a general idea of the principal features of the campaign. It represents much careful planning and hard work and every representative is urged to join in with a determination of making it a huge success. The Fall Campaign Portfolio for representatives' use is a special light-weight portfolio and will be distributed within the next two or three weeks.

Reminiscences of the Road

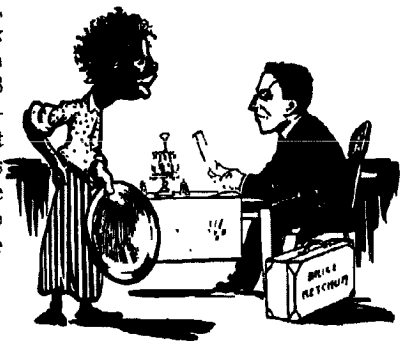
Two Eventful Days

By Brice Ketchum, Cleveland Sales Division

LIKE all story days, the sun always shines—as did it this bright early morning when I was awakened by a strenuous rapping at my door, and a deep, gruff voice announced that if I expected to make that 4:30 train, I'd better hustle around some, as I had ten minutes in which to catch it. Before I go any further, permit me to say that if you have ever traveled in the Kentucky mountains between Richmond and Middleboro, you also would perhaps miss the first knock on the door, owing to sleeping in two beds in one night in order to make two towns a day. However, I caught the train all O. K. and arrived at my destination—just as my address and route sheet called for.

You all know how long it takes to make a "Trade Sales" jump when you are hitting everything—good, bad and indifferent—bent on cleaning up your territory. Well I arrived in my next town—London, Ky.—about 4:40 a. m., and had to kill time until breakfast was ready. And, believe me, it's *some task* killing time at that hour in the morning, in such a thriving metropolis as London. By the time breakfast was served I was *really* ready and flew into the dining-room in a starving condition—and as luck would have it, I had to wait for the waitress, who was a colored girl, to perform her last ceremonies before entering upon the scene. Well, she did come at last and had the nerve to ask if I'd have breakfast. "No," I said, "I've been waiting so long I believe I'll have dinner now," and added, "bring in all you have to eat that's fit for white folks so early in the morning." She said, "Yes, sir, there's oatmeal, coffee, eggs; and by the way, Master, will you have one fresh egg or *two others?*"

Well, that was all of that—but only the beginning of the day. It just happened that our Promoting Department had received word from some B. P. A. in a far-off town—I say town but it was hardly that—and they had written Cincinnati that I should go immediately to this place. So the Sales Manager wired me to go *at once* and I received the message to rush to Crab Orchard, Ky., post haste. That's easy to talk about, but another thing to do down there, as the next train left about 8:53 that night with a four-hour wait-over at Corline before I could get my train to Crab Orchard. It was about a two-hours ride from Corline so I told the porter to wake me up before reaching Crab Orchard, and he said, "Yes, sir, boss, yes, sir, boss."



Well, he woke me up after shak-

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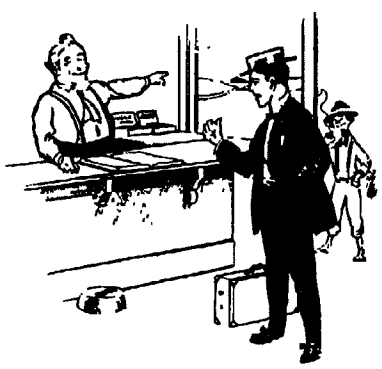

ing me heartily and told me to climb out in a hurry as the train couldn't wait any longer. It was slowly moving off when I finally touched the platform. Just imagine, if you can, a man in a real suburban town—with two grips—the train speeding down the track—the station agent gone, for this train was not scheduled to make the town as a regular stop—the station locked up tight and as black as your hat—without a sign of civilization in sight and me never in the town before and no street lights to guide me. Well, it was sure a pleasant surprise to be bounded out of a nice sleep into such a wilderness. I had inquired what the name of the hotel was and how to get to it and had been advised "Young's Hotel, just two blocks from the depot on the right hand road." The next thing that occurred to me in this intense darkness was which was the right hand road and how could I read the sign when I got to it? I finally found it, however, and after waking up the entire town trying to get the landlord out, I went to bed about 2 a. m.

I woke up that morning, had breakfast and asked the landlord where Joel Bagg's store was. He said, "Joel Baggs? Why he's in Crab Orchard." I said, "Yes, Crab Orchard—what do you call this town?" Imagine my mortification when he laughingly replied, "This here town is Mt. Vernon—Crab Orchard is seven miles up the road—the next train leaves at 3:24 this afternoon."

Never mind what I called that porter. I said enough and I was so blame sore that I went out and sold the general store That's how Mt. Vernon happened to become an agency town for The S-W Co.

I'm very modest as a rule, but if you want to see some nifty ads, just cast your optus over the popular magasines this fall. You won't have to hunt far for the S-W ad, it'll seem to step right out of the page and call to you. Oh, yes, they're classy, all right. I know, 'cause I wrote 'em myself

The Little Paint Man.



New England Division Outing



HEW! Didn't we have a good time? Ouch! Gee! but I'm stiff. Oh, well, what if we are—what matters a few stiff joints and sunburns when we think what a bully time we had from the time the S-W Special pulled out from the South Station on the morning of June 27 for Pearl Lake, until its return about 7 p. m.

First of all, the weather man was certainly on our side—it was intimated that "one" of our Boston cashiers had tagged Old Sol with a B. U. sticker—at any rate, the day was all that could be desired.

Immediately upon arrival at the grounds the games were started, beginning with base ball—between the warehouse and office. 'Twas a gory affair, indeed, and not until the last slide was slid could it be definitely decided that the honors went to the office—who, it was stated, had a long talk with umpire Will Kelley just prior to the game. It was noticeable that at the close of the game the popular tune was "Has Anybody Here Seen Kelly?"

The races, dashes and jumping were next in order, every one of which was hotly contested, and in almost every instance the decisions were based in what might be called hair-breadth distances. Mr. Cannon acted as starter, and his humerous characteristic "side lights" added considerable spice to the different contests.

After the games, all repaired to the large open-air dining pavilion, where lunches were spread in a good old-fashioned way, permitting everyone to "fall to" with that characteristic good will which prevails all through the S-W organization, which made this lunch one long to be remembered.

After lunch everyone was free to follow his own inclinations. Boat riding, rowing, swimming and dancing filled the remaining hours of the day, which passed only too quickly, everyone declaring that 7:00 o'clock never before came so quickly.

We are back at our desks now, nursing sunburns and stiff limbs, each and every one declaring that it was the biggest, best and most thoroughly enjoyable outing ever held.

Cable from Our President

Mr. and Mrs. Cottingham sailed for London July 19 on the Steamship "Lusitania." The following cablegram has just been received indicating their safe arrival:

"Fishguard, July 24, 1911. Sherwin, Cleveland, fine trip."

Both Mr. and Mrs. Cottingham carry with them the warmest wishes of the entire organization for a thoroughly enjoyable journey and a safe return.

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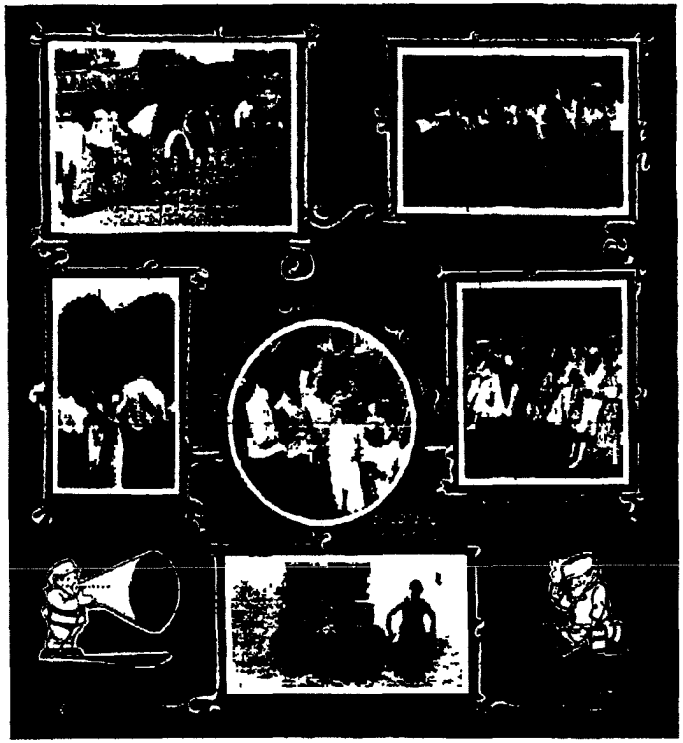
Plant No. 1 Outing



THERE is a time for work and a time for play. That no one knows this better than the S-W employees could easily have been seen by watching the happy assemblage, who, in a whole-hearted manner participated in the Central Division outing on July 21. The busy click of the typewriter, the hum of machinery, the incessant ring of the telephone were all forgotten for the time and there were so many things to see and so many things to do that the day passed only too quickly.

Silver Lake was the center of attraction, and there enjoyment reigned supreme. Games, dancing, boating and tours of exploration rivaled with one another in drawing the greatest number of amusement seekers, and although the rain came down for a short time during the day, there was never a lull in the excitement.

The Outing Committee had carefully arranged a complete pro-



gram of games which were commenced upon arrival of the two trains. The following are the names of successful contestants:

Thread and Needle Race.....	S. R. Fraser—Miss E. Fraser
	O. A. Hasse—Miss A. McNamara
	Wm. Boehm—Miss Wichert
Sorting Boots, for boys.....	Geo. Hennings
	Steve Zima
	Joe Gutofski
Pipe Race.....	H. Kelly
	Wm. Hollister
	C. Steyer
50-Yard Dash, for girls.....	Clara Smith
	Mary Baltins
	Dorothy Brammer
Ball Game.....	Factory Team
Bowling Match.....	Office Team
Sculling Race	W. Hartman
	J. Meade
	O. A. Hasse

Lunch baskets were in evidence throughout the day and with the hearty appetites stimulated through the exercise and excitement, their fortunate possessors were eagerly sought after with the hope of receiving an invitation to join in a picnic lunch. And, of course, the men made themselves very busy carrying coffee and cups and other accessories.

But all happy days come to an end and as the darkness approached, tired yet invigorated, through the fresh country air, the gathering of about 1,400 returned home.

Winners of Suggestion Blank Prizes

Central District		*Atlantic Coast District*	
1. A. Massee	$25.00	1. G. S. Spettigue . .	$25.00
2. F. C. Fisher	15.00	2. E. S. Blanchard . .	15.00
Western District		*Mississippi Valley District*	
1. T. M. Brude	25.00	1. J. K. Kennedy .	25.00
2. G. L. Lathrop . . .	15.00	2. W. V. Hammond .	15.00
Southwestern District		*Pacific Coast District*	
1. F. A. Welsh	25.00	1. F. W. Wansner . .	25.00
2. G. A. Dorwart . .	15.00	2. G. W. Burrill . . .	15.00

Responsibilities gravitate to the person who can shoulder them, and power flows to the man who knows how.—*Elbert Hubbard.*

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Mississippi Valley District Outing



IT was a most happy, enthusiastic and a typical S-W crowd that boarded the special McKinley System car for the Second Annual Outing at Center Grove Park, near Edwardsville, Ill., July 12, 1911.

Immediately upon arrival the great doings began. First of all great haste was made by everyone to do away with lunch baskets, to prepare themselves for the fun. Messrs. Myers, Kennedy, Nessel and our mascot, the janitor—the latter, by the way, attired in full picnic uniform—busied themselves setting up stakes for the racing courts. This was done in record time to start the events on time as shown on the program.

The weather man, as last year, was very courteous, favoring us with a most ideal day for the gayety.

The feature of the day's events was the ball game between the married and single men. The latter were perfectly confident of "walking away" with the game, but surprises are always forthcoming, which is clearly shown by the final score of 6 to 6. The married men were given the favor and awarded the prize, but as cigars must necessarily be distributed, the bachelors fared just as well.

Mr. Henry Bopp, our renowned stockkeeper, was always in evidence, serving the refreshments, and doing his share toward giving a treat to the "inner man."

Mr. Myers, our good District Manager, proved himself to be the liveliest person on the grounds, featuring in pulling off the events, in the base ball game and, last but not least, was all over the grounds at once with his famous Kodak.

To the ladies present we owe a vote of thanks for the prominent part they played in keeping up the congeniality of the crowd, always making sure that everyone was busy having a good time.

Results of the various events were as follows:

Men's Running Broad Jump—Won by C. A. Krimbill; second, Howard Krimbill.

Ladies' Foot Race, 25 yards straightaway—Winner, Miss Berry.

Men's Pipe Race—Winner, Al. Beutner

Ladies' Thread and Needle Race—Winner, Miss Daisy Schuler.

Gentlemen's Quoits—Winners, E. Gerth and Geo. Bopp.

Base Ball Game—Winners, the Married Men on a tie.

Men's Sack Race—Winner, Lorenz Cherbonnier; second, C. A. Krimbill.

Girls' Race, 50 yards straightaway—Winner, Miss Edna Nieman.

Little Girls' Race, 25 yards straightaway -Winner, Miss Daisy Schuler.

Ladies' Lemon Race—Winner, Miss Juniata Howard.

Because of the early start we made and the strenuous day's performance, the return trip was started at 6 p. m. To show that the

Addenda Slip to October Chameleon

SALES DEPARTMENT NOTES

Representatives' Competition to September 1st, 1911

Leaders in New SWP Agents

New Orleans

J. A. Steger	25
J. H. Witt	16
W. D. Nichols	12

Dallas

E. Gross	24
F. M. Roach	20
J. J. Twaddell	18

Omaha

C. I. Berg	each 22
L. I. Heim	
F. C. Kenower	each 12
H. Dalton	
F. C. Steel	each 9
F. A. Welsh	

Kansas City

B. A. Grote	each 21
L. J. Clare	
G. C. Conger	16
G. A. Dorwart	each 14
W. H. Barber	

Cincinnati

W. P. Hambaugh	21
J. T. Menefee	10
F. H. Bogrand	7

Cleveland

G. Dubois	19
J. H. Hall	12
W. A. Mason	8

St. Louis

R. J. Tooker	18
H. P. Reeds	16
G. K. Lees	14

Portland

C. S. Travers	18
G. P. Rogers	14
W. H. Tilley	13

Minneapolis

H. C. Lau	13
P. H. O'Neill	12
J. E. Trow	11

San Francisco

F. W. Wansee	13
H. W. Gerber	10
W. F. Carter	4

Chicago

C. F. Bennett	12
H. O. Allen	7
F. A. Spoon	6

Newark

M. B. Millspaugh	11
G. S. Spettigue	7
A. D. Collins	6

Philadelphia

J. J. MacDonald	each 9
J. P. Minerver	
A. Larkins	8
C. M. Jardeir	5

New England

J. H. Haynes	each 9
W. L. Hessey	
A. D. Campbell	4
W. J. Kelley	each 3
D. H. Thompson	
H. C. Stratton	
R. M. Fay	

Savannah

J. D. Wilson	7
J. D. Spencer	5
H. F. Hinsh	each 4
A. D. Kiser	

Los Angeles

M. M. Wolcott	5
G. W. Burrill	3
J. B. McDade	each 2
E. L. Culver	

Leaders in New Dealers' and New Other Accounts

Newark

G. A. Albarran	.219
G. S. Spettigue	.115
E. L. Foy	111

Minneapolis

G. L. Lathrop	194
F. D. Randall	145
H. C. Lau	97

San Francisco

F. W. Wansee	138
H. W. Gerber	72
B. R. McBride	49

Philadelphia

A. Larkins	.128
G. E. Elliott	.126
J. E. Drew	91

New England

J. H. Haynes	114
W. B. DeWolfe	61
W. J. Kelley	each 49
R. M. Fay	

Cincinnati

F. H. Bogrand	.109
J. L. Pendery	72
W. P. Hambaugh	62

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Resuscitating a Dead Agent

A Story by W. J. Schaefer, Chicago Sales Division

1. I arrive in town.
2. Getting the painter off the ladder.
3. Getting him interested.
4. Got him going.
5. Trotting him over to the agent.
6. On our way
7. Talking it over
8. Everybody interested in SWP.
9. Getting ready to go, after bringing the agent back to life
10. Farewell.
11. If you're turned out of the door, get back in through the window.
12. Takes a cop to get me out of town.

Kansas City Promoting Department Outing



AS an appreciation of the loyalty and splendid co-operation of the employees in his department, Mr. E. K. Cannon, manager of the Promoting Department of the Southwest District, gave his employees an outing in the form of a picnic on June 14.

The picnic was given at Hocker's Grove, a beautiful suburban garden, and the amusements indulged in were base ball, roller skating and dancing. Good music was furnished by Promoting Department talent. The day was spent in a most enjoyable way. Kodaking also furnished a lot of amusement, as many comical poses were made. Everyone expressed themselves as having had a most enjoyable time. Those in attendance were: Mr. E. K. Cannon, Mr. R. B. Cogswell, Mr. H. V. Olson, Mr. I. M. Jacobs, Mr. C. Gill, Mr. E. Sanders, Mr. E. C. McKinney, Mr. L. Lott, Miss S. Zacharias, Miss P. Randall, Miss M. Fahey, Miss E. Brelsford, Miss C. Story, Miss F. Brelsford, Miss G. Brelsford, Miss A. Hendrickson.

The Foremen's Club Visit Mr. H. A. Sherwin



ON Saturday afternoon, July 8, the members of the Foremen's Club, by special invitation, visited Mr. H. A. Sherwin at his country home, Winden Farm, Willoughby, Ohio. The day, although warm, was a delightful one, and there was a full turn-out to board the special car at one o'clock. Conveyances met the car at its destination and carried the party to the house which was reached after a short drive.

Here all were welcomed in a most cordial manner by Mr. and Mrs. Sherwin and piloted to one of the large, cool porches where the refreshments served were greatly appreciated after the hot journey. Mr. Sherwin spoke briefly of his long association with many of the members of the Foremen's Club, some even 30, 35 and 38 years, and assured them of the pleasure it was for him to renew old time associations.

After admiring the beautiful views, a tour of the model farm was made, and the concrete stables and barns, the dairy, chicken houses, etc., proved a source of keen interest to all. After this, sides were chosen and a game of indoor base ball played, the side captained by Mr. P. Gaffney gaining a victory over Mr. Chas. Weir's team by 11 runs to 5.

At 5:15 players and fans adjourned to the picnic grove, where a most excellent repast had been prepared by Mrs. Sherwin and her daughters, and with Mr. Prescott (Mr. Sherwin's son-in-law) as dispenser-in-chief a very busy and enjoyable hour passed all too quickly.

The balance of the evening was spent in visiting the flower garden, climbing the water-tower for the wonderful view to be seen from

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it, and quietly resting under the trees. Then all too soon the wagons drew up, and with a hearty vote of thanks and loud "three cheers" to their kind host, hostess and family, the guests climbed aboard and were homeward bound with pleasant memories of a delightful outing.

Philadelphia Picnic

THE annual picnic of the Philadelphia office was held at Willow Grove Park, and all present had a most delightful time.

The base ball game between the office and the warehouse resulted in a victory for the latter; score being 14-5. This was such a long drawn out game that we did not have much time for other sports; in fact, the afternoon was entirely taken up with sight-seeing in this beautiful park.

The lineup of the two teams was as follows:

WAREHOUSE.	OFFICE
Dooin, c.	Kidder, c.
Villermaux, ss.	Murphy, ss.
Garity, lf.	Rouse, lf.
Kennedy, rf.	Drew, rf.
Loftus, 1b.	W. H. Jarden, 1b.
Clokey, 2b.	C. R. Jarden, 2b.
Kelly, 3b.	Larkins, 3b.
J. Fisher, cf.	C. P. Jarden, cf.
Baumann, p.	W. Fisher, p.



Pacific District

Our new representative in the city of San Francisco, F. M. Franklin, has been going out very strongly for barrel business, having sold in two days eight barrels of paint and varnish to as many concerns—six of them new accounts. A mighty good record for a new man.

We received a visit this month from Mr. H. A. Giles, manager of the Paint Department of E. O. Hall & Son, Ltd., Honolulu. This concern is our distributor for the Island of Hawaii, and it is due largely to the untiring efforts of Mr. Giles that their paint and varnish business has assumed such great proportions.

Our representatives are taking every advantage of the special price on Roof and Bridge Paint—having placed 50 gallon assortments in many instances. The barrel seems to be the popular package, and our stockkeepers have had a hard time keeping enough barrels in stock to supply the demand.

Santa Cruz, Cal., one of the most popular summer resorts in this state, and frequently referred to as the "Atlantic City of the Pacific," boasts of an elegant new hotel beautifully situated on the beach. "Casa del Rey," as it is called, has been finished outside with SWP, while Flat-tone is used to quite an extent in the interior. The Santa Cruz Beach Company have unlimited faith in Sherwin-Williams products, as they have been used most exclusively on all the buildings for the past eight years.

The Los Angeles Sales Division turned a rather unique trick on June 20—each representative having landed a new agent on that day. This record is likely to stand for some time to come.

Mr. W. H. Lilley, of the Portland Sales Division, has conclusively demonstrated that persistency is a necessary requisite to good salesmanship. When he learned that the Insane Asylum of Salem, Ore., was to be refinished throughout, he immediately looked up every state official who was in any way connected with that institute, and finally obtained consent to make a demonstration of Flat-tone. The test was successful in every respect, and a 700-gallon order resulted. Mr. Lilley's experience with this job was an interesting story, covering several days' hard work.

The Cort Theater, of San Francisco, being built by the Schuberts, will have considerable S-W goods used on the interior. Already a large quantity of Missionlac has been sold for that building, and we expect any day to land additional business.

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W. F. Hambaugh	21
W. D. Moore	9
J. T. Menefee	8

Omaha

L. J. Helm	20
C. L. Berg	19
F. C. Kenower	12

Kansas City

B. A. Grote	19
E. L. Clark	18
H. R. Holley	12

Cleveland

G. Dube	19
J. H. Hall	12
W. A. Mason, A. Massee	each 8

St. Louis

R. J. Tooker	18
H. P. Reeds	14
G. K. Leis	13

Portland

C. S. Travers	16
G. P. Rogers	13
W. H. Lilley	12

Minneapolis

H. C. Lau	13
W. C. Fischer, J. E. Trow	each 9
P. H. O'Neill	8

San Francisco

F. W. Wansner	11
H. W. Gerber	8
W. E. Carter	4

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Newark

M. B. Millspaugh 11
G. S. Spottgue 7
A. D. Collins 6

Chicago

C. F. Bennett 11
F. A. Spoon 6
R. H. Fleming 4

Philadelphia

J. J. MacDonald 9
T. P. Minetree 8
A. Larkins 7

New England

J. H. Haynes, W. L. Hussey each 9
A. D. Campbell 4
W. I. Kelley, D. H. Thompson, H. C. Stratton, R. M. Fay each 3

Savannah

I. D. Wilson 7
A. D. Kiser, F. D. Spencer each 4
H. F. Hinish 3

Los Angeles

M. M. Wolcott 3
L. B. McDade 2
G. W. Burrill 1

Leaders in New Dealers' and New Other Accounts

Newark

G. A. Alharran 219
F. L. Foy 87
I. D. Allerton 72

Minneapolis

G. L. Lathrop 153
F. D. Randall 136
H. C. Lau 92

San Francisco

F. W. Wansner 123
H. W. Gerber 68
F. M. Franklin 48

New England

J. H. Haynes 110
E. S. Blanchard 62
R. M. Fay 48

Cincinnati

F. H. Bogrand 111
J. L. Pendery 66
W. D. Moore 65

Cleveland

W. A. Mason 93
I. H. Hall 67
R. G. McKay, G. Dube each 66

Dallas

G. E. Cannon 89
F. M. Roach 73
H. A. Welmaker 58

Philadelphia

A. Larkins 87
F. E. Drew 84
G. E. Elliott 18

New Orleans

A. E. Allen 83
T. Affleck 65
I. A. Steger 54

St. Louis

G. F. L. Dyson 78
R. J. Tooker 67
H. P. Reeds 60

Portland

G. P. Rogers 75
W. H. Lilley 66
B. L. Rogers 61

Savannah

F. D. Spencer 74
A. D. Kiser 70
H. F. Hinish 65

Kansas City

G. C. Conger 70
E. J. Clare 62
E. H. Nolte 60

Omaha

L. J. Heim 66
F. C. Kenower 55
F. A. Welsh 50

Chicago

W. F. Gallinger 64
J. W. Ward 60
G. J. Manassa 59

Los Angeles

E. L. Culver 60
L. B. McDade 32
G. W. Burrill 26

Dallas

G. E. Cannon 95
F. M. Roach 81
H. A. Welmaker 57

Cleveland

W. A. Mason 95
I. H. Hall 71
G. Dube 68

Savannah

F. D. Spencer 94
A. D. Kiser 79
H. F. Hinish 78

New Orleans

A. E. Allen 94
T. Affleck 78
W. D. Nichols 76

St. Louis

G. F. L. Dyson 82
R. J. Tooker 72
T. S. Bradley 67

Portland

G. P. Rogers 81
W. H. Lilley 68
B. L. Rogers, D. G. Sturrock each 62

Kansas City

G. C. Conger 76
E. H. Nolte 67
E. J. Clare 62

Chicago

H. O. Allen 71
W. F. Gallinger 64
J. W. Ward, G. J. Manassa each 64
J. R. Church 58

Omaha

L. J. Heim 71
C. J. Berg 57
F. A. Welsh 52

Los Angeles

E. L. Culver 64
L. B. McDade 32
G. W. Burrill 23

[EDITOR'S NOTE- This sheet is issued to correct an unfortunate error in the Sales Department Notes as printed in the October *Chameleon*.]

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Addenda Slip to October Chameleon

SALES DEPARTMENT NOTES

Representatives' Competition to September 1st, 1911

Leaders in New SWP Agents

New Orleans

I. A. Steger	25
J. H. Witt	16
W. D. Nichols	12

Dallas

E. Gross	24
F. M. Roach	20
J. J. Twaddell	18

Omaha

C. I. Berg, L. J. Heim, F. C. Kenower	each 22
H. Dalton	12
F. C. Steele, F. A. Welsh	each 9

Kansas City

B. A. Grote, E. J. Clare	each 21
G. C. Conger	16
G. A. Dorwart, W. H. Barber	each 14

Cincinnati

W. P. Hambaugh	21
J. T. Menefee	10
F. H. Bogrand	7

Cleveland

G. Dube	19
J. H. Hall	12
W. A. Mason	8

St. Louis

R. J. Tooker	18
H. P. Reeds	15
G. K. Lois	14

Portland

C. S. Travers	18
G. P. Rogers	14
W. H. Lilley	13

Minneapolis

H. C. Lau	13
P. H. O'Neill	12
J. E. Trow	11

San Francisco

F. W. Wanser	13
H. W. Gerber	10
W. E. Carter	4

Chicago

C. F. Bennett	12
H. O. Allen	7
P. A. Spoon	6

Newark

M. B. Millspaugh	11
G. S. Spettigue	7
A. D. Collins	6

Philadelphia

J. J. MacDonald, J. P. Minerree	each 9
A. Larkins	8
C. M. Jarden	5

New England

J. H. Haynes, W. L. Hessey	each 9
A. D. Campbell	4
W. F. Kelley, D. H. Thompson, H. C. Stratton, R. M. Fay	each 3

Savannah

I. D. Wilson	7
F. D. Spencer	5
H. F. Hinish, A. D. Kiser	each 4

Los Angeles

M. M. Wolcott	5
G. W. Burrill	3
L. B. McDade, E. L. Culver	each 2

Leaders in New Dealers' and New Other Accounts

Newark

G. A. Abarran	219
G. S. Spettigue	115
F. L. Foy	111

Minneapolis

G. L. Lathrop	194
F. D. Randall	145
H. C. Lau	97

San Francisco

F. W. Wanser	138
H. W. Gerber	72
B. R. McBride	49

Philadelphia

A. Larkins	128
G. E. Elliott	126
F. E. Drew	91

New England

J. H. Haynes	114
W. B. DeWolfe	61
W. L. Kelley, R. M. Fay	each 49

Cincinnati

F. H. Bogrand	109
J. L. Pendery	72
W. P. Hambaugh	62

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