

Notes by Cecil
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approved
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DATA ON GEORGE A. MARTIN

No work of fiction could surpass the real life story of George A. Martin, the small town boy who came to the big city and became head of the world's greatest paint and varnish company.

Making his own way against all odds, young Martin had nothing but his courage, determination and willingness to work. "Nothing", he adds, "but the same opportunity that existed for any other boy in America -- the chance to make good."

Perhaps that's why he's so strong for perserving our American way of life and business enterprise. He wants to see every other boy have the same chance and incentive to make good that he had.

HISTORICAL OUTLINE

Mr. Martin's story is as follows:

"Born George Abraham Martin, November 7, 1865, Montello, Wisconsin; taken to Chicago as a baby; educated in public grammar school and night school; left grammar school in seventh grade at age of twelve and got a job in the Union Stock Yards, in 1877, with The Chicago Packing Provision Company which was then one of the largest, if not the largest, under the control of an international character by the name of B. P. Hutchinson, who seemed to take great enjoyment out of a habit he had acquired hunting up the writer every time he came to the Stock Yards, which was weekly or semi-monthly, and discharging me, and was successful in doing it ³ ~~six~~ times during one winter - the moral of which is a very funny tale.

"Successful in getting away from The Chicago Packing Provision Company of my own free will and accord, went with the General Superin-

tendent of that Company who had organized a new enterprise in the meat industry, and remained with him all of '78 and '79.

"In 1880 made a partnership with another fellow in which the writer bought and shipped some meat specialties, (which at that time were wastes of the Stock Yards), to a partner in New York City, who sold them to hotels. This was one of the toughest and most successful jobs I think I ever had. This was discontinued due to the reason that the packers discovered the market we had made and the prospects for its development, and finally put us out of business.

"From 1880 to 1887 with The Union Brass Manufacturing Company, manufacturers of railway car trimmings - served in many departments in clerkships, as journeyman, etc., finishing up as shipping and billing clerk.

"1887 to 1891 in the manufacture of paint specialties in Chicago, selling to railway and industrial trade only, and due to failure to sell one of the railroads, who continued to refer to The Sherwin-Williams Company, decided to try and sell The Sherwin-Williams Company and was successful in doing so.

"During the pleasant business relations, I had met some of the principals of the business at that time, namely: Mr. Will Schaefer, Manager of the Western Division of the Company; Mr. Weare, Secretary of the Company with headquarters at Chicago; Mr. John L. Thurber, Railway Representative; and in due time Mr. Sherwin and Mr. Williams, as well as Mr. Hogarth, and last but not least, Mr. J. C. Beardslee, who was General Superintendent of the Factories, all of which led up to an invitation by Mr. Sherwin, to join the organization and take charge and control of the Calumet Paint Company, located at Pullman, the ownership of which business at that time was held rather confidential.

"From 1891 to 1897 managed the Calumet Paint Company as Manager, Salesman, Bookkeeper and Paint Grinder.

"In '98 was made Manager of the Western Division of the Company at Chicago, which at that time was one of the three divisions of the Company, namely; Cleveland, New York and Chicago, while eleven traveling representatives made up the complete traveling sales organization.

"At that time the condition of the country and the strength, character and quality of the men who represented the House were such as caused the business to go in leaps and bounds, and in three years the traveling sales organization of the Division had gone from eleven men to forty-seven, and the business from a few hundred thousand dollars up into the millions, and "Expansion" being our motto then, at that time was the commencement of the establishment of divisions such as San Francisco, Kansas City, etc."

Mr. Martin managed the Western District of The Sherwin-Williams Company until 1905 when he was transferred to Cleveland in charge of the Auxiliaries Department, which under his management expanded to include lead, zinc and copper mines, smelters, linseed oil plants, power plants and tin can plants.

In 1916 he was appointed by President Walter H. Cottingham to the position of Vice President and General Manager of Manufacturing.

In June, 1921, he was made Vice President and General Manager of the entire business.

In November, 1922, he was elected President of The Sherwin-Williams Company.

In December, 1940, he was elected Chairman of the Board of The Sherwin-Williams Company.