

GENERAL SPECIALTY SALES DEPT.

Bulletin No. 81

February 9, 1927.

Subject: Assortment And Quantity Discounts on Coal-Tar Products.

The Assortment and Quantity Discount Proposition on Coal Tar Products for dealers announced April 10, 1925 is still effective.

This proposition was created to help you obtain a bigger distribution of Coal Tar Products thru the many hardware, lumber and drug dealers on your territory.

EBONOL	PHENOLENE
QUICK DRYING EBONOL	S-W DISINFECTANT
EBONOL REDUCER	CYLAPINE
LIQUID ROOF CEMENTS	50 PERCENT CRESOL
ELASTIC ROOF CEMENTS	LIQUOR CRESOLIS COMPOSITUS U.S.P.
PHENO DIP	S-W CLOSET CEMENTAL
S-W STOCK DIP	CHESOLEX
FLY SPRAY	CARBOLIC- C
	CARBOLIC-OL SHINGLE STAINS

The following discounts will be allowed to dealers on quantity purchases of the foregoing products:

100-gallons	10% discount
200-gallons	15% "

These discounts will apply to all products excepting Elastic Roof Cements on which the following discount will be allowed:

500-pounds	$\frac{1}{2}\%$ per lb. discount
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When Elastic Roof Cements are included in an assortment purchase ten pounds should be considered as equal to one gallon.

Discounts are not cumulative but apply to quantities shipped and billed at one time which may include a single product or an assortment of all products.