

The Painter's Mags

WE STARTED PAINT MAKING

with the one object of producing the best possible painting material. We did not care what it was made of so long as it was better paint than any other.

We had no more interest in lead than in zinc and no more in zinc than in lead. If straight lead and oil had proved the best material we would have made S. W. P. that way; or we'd have made it of straight zinc and oil if that had been best.

But we found after long, practical investigation that pure lead, pure zinc and pure linseed oil, combined in certain definite proportions, made better wearing paint, better covering paint, better looking paint and better working paint than any other.

We don't talk

THE SHERWIN-WILLIAMS PAINT

in the interest of any one ingredient, but in the interest of good paint solely.

THE SHERWIN-WILLIAMS CO.,

PAINT AND VARNISH MAKERS,

Cleveland.	Boston.
Chicago.	Toronto.
New York.	San Francisco.
Montreal.	Kansas City.

A SUMMER SUNSET

with its flood of golden light vibrating in flower-scented air, athwart verdant meadows where lowing kine, resting from diurnal feeding, stand knee-deep in pellucid streams, is no more a thing of beauty, a marvel of radiance, a glimpse of perfection, a suggestion of the individuality of a master hand, than is our **MONARCH ELASTIC WOOD FINISH INTERIOR**. This is positively the best Inside Varnish that was ever poured into the paint pots of practical painters, or was ever flowed on the beautifully grained wood work of palatial residences. **MONARCH ELASTIC WOOD FINISH INTERIOR** is an aristocratic varnish, having an excellent pedigree and an enviable reputation, gained by reason of its virtues. It is designed for exclusive artisans—practical, conscientious painters, whose fame for skill and honesty is established—who do only high-class work in a scientific, painstaking manner.

MONARCH ELASTIC WOOD FINISH INTERIOR is a matchless varnish. Working freedom, tone and lustre and unusual durability are its distinguishing features.

CHAS. H. GILLESPIE & SONS,

SOLE MANUFACTURERS

Monarch Varnishes

125 to 137 Dey St.,

JERSEY CITY, N. J.

Established 1824.

When writing to advertisers, mention THE PAINTERS MAGAZINE.

FOUNDED ON EXPERIENCE

The opinion founded on experience is the safest one to follow. Your opinion about the paint you mix yourself comes from experience.

But how about your opinion of **THE SHERWIN-WILLIAMS PAINT**? Is that founded on experience? Here is one that is:

RICHMOND, P. O., February, 12th, 1900.

The Sherwin-Williams Co., Montreal, Que.

Sir:—I inclose you a few names as your Mr. Johnson asked me to do. Now, Mrs. after using your paint since you first put up a can of it in Montreal, I must say that I am more than satisfied with it. In saying so, I know what I am talking about. I am a painter of thirty-eight years' experience, having mixed and used tons of paint, and I am satisfied that I cannot make anything that will stand the weather, and look as well as your paint. After years of exposure to the weather, it seems to hold the oil and I believe it to be cheaper than that I mix myself; it goes further.

I can well recommend it to all who paint, as being the best and cheapest in the market. "The best is always the cheapest." I was sick of the trash people put on the market, and had the cheek to tell me was first-class, when it was only fit to be turned into the dump.

Hoping you will always continue to make first-class goods in future, as you have done in the past, I am,

Yours very truly, (Signed) R. SULLIVAN, Painter.

Thousands of painters all over the continent talk the same way. They are the ones who have had experience with S. W. P., as well as with lead and oil, hand-mixed.



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND. MONTREAL.
CHICAGO. BOSTON.
NEW YORK. SAN FRANCISCO.

THROUGH A CLOUD

you see dimly, but you soon open your eyes to the fact that rain is in sight or brewing when electric flashes reveal the thunderous nebulae bulging with precipitation.

If you happen to be a painter and have just completed a job of outside painting (having used some nondescript, nominal or Summer Drying Japan in the paint) your brain straightway teems with forebodings as lugubrious as the somber, overhanging clouds you survey.

Users of **AZOTE LIQUID DRYER** have no fears of approaching storms. A little **AZOTE** does the work, does it quickly and well without endangering the "life" of the paint, for **AZOTE** contains no acids or other objectionable constituents.

Under favorable conditions, a gill of **AZOTE** or even a tablespoonful will dry a pot of paint; in threatening or stormy weather, a larger quantity may be used with safety, and every additional drop used facilitates the drying.

AZOTE LIQUID DRYER is positively one-third stronger than any other Dryer, and is absolutely reliable in all kinds of weather.

CHAS. H. GILLESPIE & SONS,

125 to 127 Dey St.,

JERSEY CITY, N. J.

Established 1824.

When writing to advertisers, mention **THE PAINTERS MAGAZINE**.

PAINTERS' PROFITS

come from painting—not from paint making.

In the busy season the more time you can spend in painting, the larger your profits will be. Using **THE SHERWIN-WILLIAMS PAINT, Prepared**, gives you all your time for actual painting. You do not waste any of it in paint making or in getting uniformity in shade.

Besides this you can do your painting with greater speed—for S. W. P. works better under the brush than any other painting material. It is ground finer and mixed more thoroughly.

You can also do better looking work, give a better gloss and greater satisfaction to your client.

You can also give a job that will wear longer and bring more painting your way. A job that lasts long and continuously looks well is your best advertisement.

S. W. P. will make money for you.

Send for our booklet—"A Talk to Painters."



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND. MONTREAL.
CHICAGO. BOSTON.
NEW YORK. SAN FRANCISCO.

CAN YOU WALK

upon your varnished floors without fear of scratching or marring the finish? If so, your floors *have been* coated with **MONARCH Elastic Floor Finish**, the *only* floor varnish on earth that dries like adamant and wears like iron; the *only* Floor Varnish that will make a half-worn, dingy linoleum look like new, that will preserve the natural grain and color of oak, maple, pine or birch floors, that will *withstand foot-friction* (not *walking* merely, but dancing), without surrendering lustre or surface smoothness. If you are using **MONARCH Elastic Floor Finish**, tell your friends about its virtues; otherwise write for gratuitous sample of the Best Floor Varnish ever formulated, the *only one* that withstands the kicks and scuffs of scurrying feet.

CHAS. H. GILLESPIE & SONS,

SOLE MANUFACTURERS

MONARCH VARNISHES

126 to 127 Dey St.,

JERSEY CITY, N. J.

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PAINT AND VARNISH MAKERS.

CLEVELAND. MONTREAL.
CHICAGO. BOSTON.
NEW YORK. SAN FRANCISCO

"A Thing of Beauty and a Joy forever"

Is a wood floor or linoleum finished with *Monarch Elastic Floor Finish*. It smiles resplendently through kicks and scuffs; it mocks at soap-suds and the dreadful scrubbing brush, and outwears the soles of mortals. *Monarch Elastic Floor Finish* is practical and popular, a perfect preservative for floors or other surfaces accustomed to severe usage. It dries to walk on in a single day. It positively will not scratch white; in fact, will scarcely mar.

CHAS. H. GILLESPIE & SONS,

SOLE MANUFACTURERS

MONARCH VARNISHES

125 to 137 Day St., JERSEY CITY, N. J.

Established 1824.

When writing to advertisers, mention THE PAINTERS MAGAZINE

EVERY PAINTER

who uses The Sherwin-Williams Paint becomes a strong advocate of Prepared Paint.

S. W. P. is the Prepared Paint standard. You cannot judge Prepared Paint until you have tried it.

All White Lead is not good, but you don't condemn White Lead in general if you happen to strike a poor grade. You ought not to form your opinion of Prepared Paint in general from your experience with poor grade mixtures.

We make

THE SHERWIN-WILLIAMS PAINT

to stand as the best painting material in the world—none excepted. It is pure lead, pure zinc and pure linseed oil. It is ground to the finest possible point and mixed by special machinery of our own design and manufacture. It is all thoroughly tested in practical and chemical laboratories before we send it out. *We know it is right.*



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND, MONTREAL
CHICAGO, BOSTON
NEW YORK, SAN FRANCISCO

Pine Tree Shillings and Spirits of Turpentine

are both at a decided premium. Numismatologists and users of Turps must pay the price or go without. The Varnish Makers' spirits are high—no such condition has *benzene* for years. Turpentine Japan is sold below the market on Spirits—lovely condition! The Varnish Maker is a philanthropist. Consumers of his product are beneficiaries. (?)

Our *MONARCH* line of Architectural Specialties should be at a premium also. Quality is guaranteed! Assorted hard gum, pure Spirits of Turpentine, refined aged linseed oil, and these staples only—*no adulterants*—are used in its manufacture. Look for gold bricks at a bargain (?) elsewhere—for quality at a fair price *here!*

CHAS. H. GILLESPIE & SONS,

SOLE MANUFACTURERS

MONARCH VARNISHES

125 to 137 Dey St., - - - JERSEY CITY, N. J.

Established 75 Years.

When writing to advertisers, mention THE PAINTERS MAGAZINE.

THE OIL IN PAINT

cannot be made too good. No pains taken to bring it to its highest value is wasted. The better the oil the better the paint, every time.

The Sherwin-Williams Co. has given years of study to the refining of Linseed Oil for use in

THE SHERWIN-WILLIAMS PAINT, Prepared

The purest Linseed Oil of commerce has not satisfied us at any time. Every year we have made some advance in our refining process, and at the present time no oil prepared by any other process can equal that in S. W. P. There is none so limpid, so clear, so colorless and so free from water and foreign ingredients. It is pure, old, well-settled oil to start with. It is one hundred per cent better when it goes into S. W. P.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

CLEVELAND. MONTREAL.
CHICAGO. BOSTON.
NEW YORK. SAN FRANCISCO.

An International Chess Contest

furnishes some instruction and entertainment, but just watch the moves of "Turps" and "Kauri!" Here's a game that's far more interesting to you! Can you beat it? **MONARCH VARNISHES** are recognized throughout the country as the most reliable House Finishing Specialties. We spent years of thought in perfecting this line, and plenty of money and time in introducing and popularizing it. These goods have not varied in quality from the time they were put upon the market years ago. And *quality*, the very highest standard, *will be maintained* in spite of enormous advances in cost of raw materials. **MONARCH VARNISHES** are dependable. Quality is guaranteed! Write for Descriptive Catalogue and Discounts.

CHAS. H. GILLESPIE & SONS,

SOLE MANUFACTURERS

MONARCH VARNISHES

125 to 137 Dey St., JERSEY CITY, N. J.

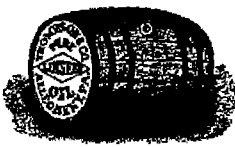
Established 1822.

When writing to advertisers, mention THE PAINTERS MAGAZINE

Diamond Linseed Oil Works

ESTABLISHED 1847.

Old
Process
Raw Oil,
Boiled
Oil,
Oil Cake.



Old
Process
Oil Meal,
Flaxseed,
Flaxseed
Meal.

Standard Brands for Purity and Excellence.

PURE LINSEED OIL is "THE LIFE" of any paint or white lead. Therefore be sure that you ask for "Thompson's Oil," or get our circular and prices.

THOMPSON & CO.,

507 W. Diamond St.,

Allegheny, Pa.

Ten Times
stronger than need be.
Highest, strongest, steadi-
est Ladders made. Last a
lifetime. Cost no more
than the ordinary kind.

**Bent
Rung Ladders**
and Step Ladders. Single
Ladders, Extension Lad-
ders, Single and Double
Bent Rung Step Ladders
—all covered by patents.
Write for prices and discounts.

INDIANA LADDER CO.,
Indiana, Pa.

FOUNDED 1862.

Low Brothers

PAINTS . . .

OUR AMBITION

is to merit the confidence of our customers by the perfect quality of the products which we sell to them.

Our "High Standard" Paints and Colors have satisfied the most fastidious and exacting buyers. Those who desire carefully constructed and intelligently designed paints and colors are the ones we want to do business with.

No. 74.

THE LOWE BROTHERS COMPANY,

PAINT MAKERS,

DAYTON, OHIO.

CHICAGO, ILL.

Send for handbook How to Paint; Hints to Painters; Why Good Paint Sometimes Fails; Red Lead Metal Preservative Booklet; High Standard Color Card a.

Don't Pay

high prices for your varnish. We solemnly assure you that the most expensive varnishes manufactured could be sold at our prices and then leave a handsome profit, if the manufacturers would be content to sell them on their merits and for spot cash.

Our Light Oil Finish at \$1.10 per gallon is the same quality for which others ask \$2.00 per gallon. If you don't find it so you can have your money back.

There is no better dryer made than our House Painters' Dryer at 75 cents per gallon, and if you want a cheap dryer for general use, try our Liquid Dryer at 40 cents. You can always get your money back if the goods don't please you.

We offer Pure Batavia Damar at \$1.50 per gallon. Put it by the side of any other Damar, and if it fails to stand the test, ask for your money back and you will get it.

Of course, if we employed traveling men, who drew good, fat salaries, lived at the best hotels, smoked good cigars, drank good whiskey and entertained their friends at the expense of the house (did you ever see a varnish drummer who didn't?), then our prices would be as high as the other man's prices. But we sell to you direct, by mail; we will not credit the best man on earth, and we give you the benefit of the saving.

C. W. O. Varnish Co.

Indianapolis, Ind.

P. S.—Send for our little book, "MONEY TALKS." The conversation might interest you.

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Ridgely's New Trimmer, Seam and Smoothing Rollers

are the best.



I make the
greatest variety
and the best line
of Paper Hang-
ing Tools on the
market. My

NEW FOLDING
PASTE TABLE

beats them all.
For prices and
particulars
write to

CHARLES T. RIDGELY,
508 W. Mulberry St., Springfield, Ohio.



Ten Times

stronger than need be.
Lightest, strongest, steady-
est ladders made. Last a
lifetime. Cost no more
than the ordinary kind.

Best Rung Ladders

and Step Ladders. Single
Ladders. Extension Lad-
ders. Single and Double
Best Rung Step Ladders
—all covered by patents.

Write for prices and discounts.
INDIANA LADDER CO.,
Indiana, Pa.

FOUNDED 1862.

Low Brothers

PAINTS...

OUR KNOWLEDGE

Nothing is left to chance in the making of our
"High Standard" Paints and Colors. We have
attained, after many years, the highest results of
scientific paint making.

Our confidence in our products is such that we
invite the most severe tests and examinations, by
the dealer or purchaser, before buying. This con-
vinces them as to the merits, purity, weight,
covering capacity and wearing qualities. Our
reputation does the rest.

No. 77.

THE LOWE BROTHERS COMPANY,
PAINT MAKERS,
DAYTON, OHIO. CHICAGO, ILL.

Send for handbook How to Paint; Hints to
Painters; Why Good Paint Sometimes Fails; Red
Lead Metal Preservative Booklet; High Standard
Color Cards.



To secure the most satisfactory results
on house work use

PERMANERE FLOOR FINISH

PERMANERE INTERIOR FINISH

PERMANERE EXTERIOR FINISH

Under PERMANERE INTERIOR FINISH use
PERMANERE FIRST COATER.

Write for 100 page Painters' Pocket Bookkeeper. FREE.

THE CLEVELAND VARNISH CO.
CLEVELAND, OHIO.

BRANCHES:

Chicago, St. Louis, Minneapolis and San Francisco.



The Improved Shingle Stain and preservative.
Imparts an artistic finish to shingles and prolongs
their life by penetrating the pores of the wood
and retarding decay.

Shingletint is made in all desirable shades,
is easily applied, the colors are permanent, and
money is saved by its use.

Full information and finished samples of wood
mailed free for the asking.

BERRY BROTHERS, Limited,
Varnish Manufacturers,

DETROIT, MICH.

NEW YORK, 225 Pearl St. CHICAGO, 15 and 17 Lake St.
BOSTON, 129 Atlantic Ave. CINCINNATI, 304 Main St.
PHILADELPHIA, 30 & 32 N. Fourth St. ST. LOUIS, 112 E. Fourth St.
BALTIMORE, 22 E. Lombard St. SAN FRANCISCO, 117 & 715 Market St.

When writing to advertisers, mention THE PAINTERS MAGAZINE.

"A" and "B"

are the letters by which two of our booklets for painters are known.
We want every practical painter on the continent to read them.
Booklet "A" tells why

THE SHERWIN-WILLIAMS PAINT

Covers Most
Looks Best
Wears Longest and
Is Most Economical.

Booklet "B" is a hand book of all the paints for practical painters that we make.

We can't tell all our story in an advertisement such as this. But it will pay you to hear it.

Send a postal for "A" and "B," and get all the S. W. P. facts in a nutshell.



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND. MONTREAL.
CHICAGO. BOSTON.
NEW YORK. SAN FRANCISCO.

"The Constant Tramp of Feet"
is what we had in mind in producing

Enamel Floor Finish

The best floor finish made.
Dries in 8 hours to walk on.
Does not show heel mark.

NEWARK VARNISH WORKS.

NEWARK, N. J.

When writing to advertisers, mention THE PAINTERS MAGAZINE.

Ridgely's New Trimmer, Seam and Smoothing Rollers

are the best.



I make the
greatest variety
and the best line
of Paper Hang-
ers' Tools on the
market. My

NEW FOLDING
PASTE TABLE

beats them all.
For prices and
particulars
write to

CHARLES T. RIDGELY,

508 W. Mulberry St., Springfield, Ohio.



Ten Times

stronger than need be.
Lightest, strongest, steady-
est ladders made. Last a
lifetime. Cost no more
than the ordinary kind.

Bent Rung Ladders

and Step Ladders. Single
Ladders, Extension Lad-
ders, Single and Double,
Bent Rung Step Ladders
—all covered by patents.

Write for prices and discounts.
INDIANA LADDER CO.,
Indiana, Pa.

FOUNDED 1862.



PAINTS...

ASSURED SUCCESS.

If you were identified with our "High Standard"
Liquid Paint, you would be doing the largest business
in your community.

Our Paint has satisfied the most fastidious buyers.
Our Unique Advertising system would keep you in
close touch with your customers and all prospective
purchasers.

We would leave no stone unturned, spare no expense
or trouble, knowing that the Paint once properly
applied would sell itself, by its merit and perfect
quality.

No. 73.

THE LOWE BROTHERS COMPANY,

PAINT MAKERS,

DAYTON, OHIO. CHICAGO, ILL.

Send for handbook How to Paint; Hints to
Painters; Why Good Paint Sometimes Fails; Red
Lead Metal Preservative Booklet; High Standard
Color Cards.



The improved Shingle Stain and preservative.
Imparts an artistic finish to shingles and prolongs
their life by penetrating the pores of the wood
and retarding decay.

Shingletint is made in all desirable shades,
is easily applied, the colors are permanent, and
money is saved by its use.

Full information and finished samples of wood
mailed free for the asking.

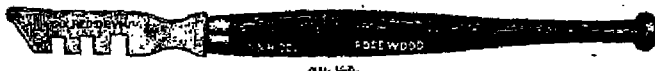
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Varnish Manufacturers,

DETROIT, MICH.

New York, 235 Pearl St. CHICAGO, 15 and 17 Lake St.
BOSTON, 120 Atlantic Ave. CINCINNATI, 304 Main St.
PHILADELPHIA, 24 & 26 S. Fourth St. ST. LOUIS, 118 S. Fourth St.
BALTIMORE, 12 E. Lombard St. SAN FRANCISCO, 117 & 119 Market St.

THE "RED DEVIL" GLASS CUTTERS.



SMITH & HEMENWAY CO. 296 Broadway. New York.

Over 50 Patterns of Glass Cutters.

"Star" Enamels, for high class enamelling, smooth, hard and brilliant porcelain
finish. Can be rubbed and repolished.

"Star" Bathtub Enamel, a liquid porcelain, for tubs and bathrooms.
Stands severest test.

"G" Aluminum Enamel, frosted silver effects. Rust preventative and
ornamental. For exposed plumbing, elevator

shafts, etc. Goes on any surface. Ready for use.

"Star" Decorators and Fresco Bronze Powders and Special Bronze Liquids, for producing
Gold Leaf finish.

Send for samples
and quotations.

Gerstendorfer Bros., 43 Park Place, New York.

When writing to advertisers, mention THE PAINTERS MAGAZINE.

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PERMANERE F.
For floors.

PERMANERE IA
For interiors

PERMANERE E.
For outside
porch

PERMANERE F.
For all prior
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BRAN

Write for 100 p



would like to have
a paying investment
Would you like one

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—22—23—24—25—26—

When

SOME PAINTERS SPEND HALF

their time mixing paint. Other painters spend all their time painting.
The man who paints all the time can make more money than the man who stops to mix. Not only this, but if he uses

THE SHERWIN-WILLIAMS PAINT (Prepared,

he'll work faster, get better results and obtain more jobs than in any other way. S. W. P. is economy for the painter; it's a time-saver and a reputation-maker for him. It will cost less per job than any paint you can mix by hand or any other prepared paint. It will give your client better satisfaction.

Send for our booklet, "About Prepared Paint."



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

CLEVELAND. MONTREAL.
CHICAGO. BOSTON.
NEW YORK. SAN FRANCISCO.

"The Constant Tramp of Feet"
is what we had in mind in producing

Enamel Floor Finish

The best floor finish made.
Dries in 8 hours to walk on.
Does not show heel mark.

NEWARK VARNISH WORKS,

NEWARK, N. J.

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CHARLES T. RIDGELY,

508 W. Mulberry St., Springfield, Ohio.

FOUNDED 1862.



PAINTS...

PERFECT PAINT

Is what you get if you employ the wisdom
of skill and practice, the gaining of which
has cost over thirty years of labor, study
and experience. Delicate experimental and
testing work and long intervals of close ap-
plication are essential to obtain the intrinsic
qualities such as are found in The Lowe
Brothers' "High Standard" Paints and Col-
ors. The label is a guarantee of merit and
purity.

No. 80.

THE LOWE BROTHERS COMPANY,

PAINT MAKERS,

DAYTON, OHIO.

CHICAGO, ILL.

Send for handbook How to Paint; Hints to
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and Step Ladders. Single
Ladders, Extension Lad-
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Bent Rung Step Ladders
—all covered by patents.

Write for prices and discounts
INDIANA LADDER CO.
Indiana, Pa.

DEAD EASY

Rapid Paint and Varnish REMOVER.

Removes old paint or varnish
from hardwood floors, store fronts,
FURNITURE, in fact all places
where paint or varnish is to be re-
moved. One heavy coat of the
remover will do the work.

One gallon of the remover will
cover 450 square feet of surface.

MANUFACTURED BY

CLARANCE W. SIBSON,

942 Bellevue Avenue,

SYRACUSE, N. Y.

"Star" Enamels, for high class enamelling, smooth, hard and brilliant porcelain
finish. Can be rubbed and repolished.

"Star" Bathtub Enamel, a liquid porcelain, for tubs and bathrooms.
Stands severest test.

"Q" Aluminum Enamel, frosted silver effects. Rust preventative and
ornamental. For exposed plumbing, elevator
shafts, etc. Goes on any surface. Ready for use.

"Star" Decorators and Fresco Bronze Powders and Special Bronze Liquids, for producing
Gold Leaf finish.
Send for samples
and quotations.

Gerstendorfer Bros., 43 Park Place, New York.

The "RED DEVIL" Glass Cutters



No. 62.

SMITH & HEMENWAY CO., 296 Broadway, New York.

Made with Damascus Coal Carbon
Disk Wheels. The best and most
durable glass cutters on the market.
This pattern especially adapted for
cathedral, plate or rough glass.
Send to Glass Cutter Dept. for
catalogue and prices.

OVER 25 PATTERNS OF GLASS
CUTTERS.

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...BRAND...

Paint and Varnish Remover.

THIS preparation is inoffensive, harmless, a disinfectant, removes old paint as easily as varnish; does not raise the grain, does not discolor or injure the wood, leaves no injurious effects, and will do this with one application in ordinary cases, regardless of thickness. It will clean any floor, hard or soft wood, painted or waxed, also front doors, store fronts, trolley or steam cars, hacks or wagons. It contains no alkali. Recommendations will be furnished on application. Keep in a cool place. If too thick add a little turpentine.

DIRECTIONS.—Apply with a soft brush one THICK coat of the Remover to the surface from which the Paint, Varnish or Shellac is to be removed. Leave on one hour and scrape surface with putty knife or scraper. THOROUGHLY WASH SURFACE WITH WASHING OR TURPENTINE AFTER OLD STAIN IS REMOVED. Sandpaper and refinish.

Contains no alkalies or acid. Does not injure the grain of the wood. Has no effect on Glue.

CLARANCE W. SIBSON,

942 Bellevue Avenue,

SYRACUSE, N. Y.

FOUNDED 1862.



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PERFECT PAINT

Is what you get if you employ the wisdom of skill and practice, the gaining of which has cost over thirty years of labor, study and experience. Delicate experimental and testing work and long intervals of close application are essential to obtain the intrinsic qualities such as are found in The Lowe Brothers' "High Standard" Paints and Colors. The label is a guarantee of merit and purity.

No. 10

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PAINT MAKERS,

DAYTON, OHIO.

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Send for handbook How to Paint; Hints to Painters; Why Good Paint Sometimes Fails; Red Lead Metal Preservative Booklet; High Standard Color Cards.

There is a saving in money and a gain in satisfaction for you when dealing with

STENCIL TREASURY

ESTABLISHED 1887.

THEO. G. WIGGERS, Prop.

Pices and Directions how to paint with Tempera Colors sent on application.
Thin with Water; Dry Quickly, Work and Act Like Oil Colors.



Dresden Tempera Colors



Very little practice and experience is required to work with them successfully. They do not change in tone when drying up, but stay the same shade, wet or dry, which will be appreciated by all who have been vexed by the uncertainty of gins or fresco colors in drying up.

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14 Mostly Colored Plates 50c.
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who uses The Sherwin-Williams Paint becomes a strong advocate of Prepared Paint.

S. W. P. is the Prepared Paint standard. You cannot judge Prepared Paint until you have tried it.

All White Lead is not good, but you don't condemn White Lead in general if you happen to strike a poor grade. You ought not to form your opinion of Prepared Paint in general from your experience with poor grade mixtures.

We make

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to stand as the best painting material in the world—none excepted. It is pure lead, pure zinc and pure linseed oil. It is ground to the finest possible point and mixed by special machinery of our own design and manufacture. It is all thoroughly tested in practical and chemical laboratories before we send it out. *We know it is right.*



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PAINT AND VARNISH MAKERS.

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ENAMEL	Wood Finish Interior	} UNEXCELLED in APPEARANCE and ENDURANCE.
	Wood Finish Exterior	
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The Best Varnishes that skill and money can produce.
When you employ them, you promote your own, and
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11

GRADES

Impossible to
if it. This is

LADELPHIA.

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serving

N. C.

"C. W. S."

...BRAND...

Paint and Varnish Remover.

THIS preparation is inoffensive, harmless, a disinfectant, removes old paint as easily as varnish; does not raise the grain, does not discolor or injure the wood, leaves no injurious effects, and will do this with one application in ordinary cases, regardless of thickness. It will clean any floor, hard or soft wood, painted or waxed, also front doors, store fronts, trolley or steam cars, hacks or wagons. It contains no alkali. Recommendations will be furnished on application. Keep in a cool place. If too thick add a little turpentine.

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Contains no alkalies or acid. Does not injure the grain of the wood. Has no effect on Glue.

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PAINTS

FOUNDED 1862



Best Results

Are what you and your customers want.

For You

This means shortest time in preparation and less cost per job, best recommendations for work at better prices, consequently increasing reputation.

For Your Customers

This means beauty of color, durability, economy, satisfaction.

Nearly Forty Years

of thorough testing, scientific study, instructive experience, increasing sales, and the resulting high reputation are the guarantee that these results are obtained by using Lowe Brothers.

"High Standard" Liquid Paints

Send for hand book "How to Paint," "Hints to Painters," "High Standard" color cards, etc.

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PAINT MAKERS,

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There is a saving in money and a gain in satisfaction for you when dealing with

STENCIL TREASURY

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Prices and Directions how to paint with Tempera Colors sent on application.

Thin with Water; Dry Quickly, Work and Act Like Oil Colors.



Dresden

Tempera Colors



Very little practice and experience is required to work with them successfully. They do not change in tone when drying up, but stay the same shade, wet or dry, which will be appreciated by all who have been vexed by the uncertainty of glue or fresco colors in drying up.

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"Mirac" and Shellac

It is claimed that no paint and varnish remover will satisfactorily clean shellac brushes. Wrong. "Mirac" will.

"Mirac" is the real "miraculous" paint and varnish remover. Where others fail "Mirac" does the trick. It won't "fall down" on the toughest kind of a job.

Try some "Mirac" at our expense. Write for sample now. It is free.

John Lucas & Co.

Paint and Varnish Makers

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Make a First
Class Article

WHAT IS IT?—NEXT MONTH

and let the
world know it

Mellotone



**A Flat Finish
for Walls and
Interior Surfaces**

Not a kalsomine, but a paint—but having the beautiful flat tone that house owners want.

Can be washed and cleaned, lasts well, may be decorated with stencils, is easily applied, is in beautiful colors, which the experienced painter can modify to suit his taste.

MELLOTONE becomes more popular with painters every day, for it meets a want, is cheaper than flat lead, gives better satisfaction, assures good profits.

MELLOTONE is in use on some of the best office and public buildings, school houses, club houses and residences in the country.

Color cards and suggestions for the asking.

The Lowe Brothers Company

"HIGH STANDARD" PAINTMAKERS
AND VARNISHMAKERS

450-452 E. Third St., Dayton, Ohio
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Y. B. Oil Colors

are so extra good
that it is a loss not
to know them.

You will have
new standards of
strength, beauty
and uniformity af-
ter using Y. B.
Colors.

Would you like
a sample?

YARNALL PAINT COMPANY
PHILADELPHIA

Just What You Have Been Looking For

We can now furnish you a floor finish that won't scratch white, won't rub, peel off, or crack, and one that will wear and last.

KYANIZE FLOOR FINISH

is made especially to stand the scuff and tread of shoe leather. It's made water-proof, and can be flooded with water without affecting it in the least.

It's almost wear proof. Made in seven beautiful colors and clear. Hooklets and Color Card Free



A sample case sent on approval.

Inquire of your dealer or write direct to the makers.

BOSTON VARNISH CO.

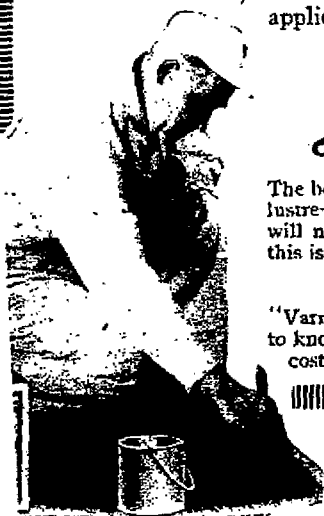
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he Varnish I use in my work must be well balanced

When I hear a salesman puffing up some varnish to my friend the paint dealer, because it has unusual resistance to heat, or water, or something else, I say to him "I wouldn't give a spoiled penny for an ocean full of varnish that, for instance, is *nearly* waterproof, but lacks in lustre, or that remains soft and easily bruised, or that clogs the brush in application. I want a WELL BALANCED varnish and I get it in



"Little Blue Flag"
VARNISHES

The body is uniform—they work well under the brush—they give depth of lustre—they dry hard and stay hard—they remain tough and elastic—they will not wear white nor scratch white—they are proof against moisture—and this is what I mean by "WELL BALANCED."

Get our Varnish Book and Job Record Book

"Varnish and Varnishing" will tell you a lot of things you've always wanted to know about Varnish. The Job Record Book will help you keep tab on costs and profits. Both are free on request. Write today.

The Lowe Brothers Company

456 E. Third Street

Dayton, Ohio

Boston New York Jersey City Chicago Kansas City Minneapolis Toronto

HE MOST DESIRABLE PASTE—



—for your work, should spread smoothly, slide easily; should stand up well and bear dilution without loss of adhesiveness.

—It should be free from alkalis, acids, or any other adulterants, so that it doesn't crack, peel, stain or discolor.

The only paste we know of that has
all these virtues is paste made from

ENN PASTE FLOUR

THE BEST COOKED COLD WATER PASTE

Certainly!

FREE TRIAL PACKAGE

the appended coupon. Mail it today. By return mail you'll get a sample speak for itself.

Charles W. Williams & Co.

Sole Distributors United States and Canada

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FILL OUT
DETACH
MAIL TO-DAY
Charles W. Williams & Co., 212 Wooster St., New York
Gentlemen: If you will send me a liberal trial
package of Penn Paste Flour we will give it a
fair test.
(Signed) _____ (Address) _____
Date _____ P M

There's a safe enamel to "tie to"

Have you ever seen anything like the way that enamels have swept into popularity the past few years? White enamel finishes over poplar and other soft woods are being used more and more for bedrooms, entrances and dining rooms, in the better homes. You insure the prettiest kind of a job if you use



Lowe Brothers Enamels

Linduro Enamel has the reputation of being the highest grade enamel made—you can depend upon it thoroughly for the fine work. It produces a finish of ivory-like smoothness, showing no trace of brush marks. It is durable, non-absorbent, and easily wiped off or washed. Lowe Brothers Extra White Enamel is a close second to Linduro. It, too, holds its whiteness and is exceedingly durable.

Would some pictures of fine enameled interiors interest you?

"The House Outside and Inside"—the booklet we advertise to the public—shows some very fine interiors, and contains a lot of ideas for the painter. Wouldn't you like a copy? Simply address

The Lowe Brothers Company

456 East Third Street, Dayton, Ohio

Boston New York Jersey City Chicago Kansas City Minneapolis Toronto

INCREASE PROFITS

WITH

CALCIMINE



Every painter who wants to make more money, should realize the opportunity presented by watercolor, especially during times like this when oilpaint and wallpaper are so expensive.

Calcimines, even high grade ones like MURALITE and CALCITINE, cost very little per job, may be applied quickly, cover opaquely with one coat, dry rapidly without odor, make charming effects and are unusually durable.

Many a person can be persuaded to have rooms decorated with watercolor, who will balk at the cost of paint or paper.

Painters should realize this and should encourage more business by recommending materials which seem inexpensive.

"Decorating annually" can be made a custom in your vicinity and a source of considerable profit, if you will only suggest materials and methods which will prove popular. Such materials are high-grade calcimines like our MURALITE and CALCITINE, these always look beautiful and always save expense.

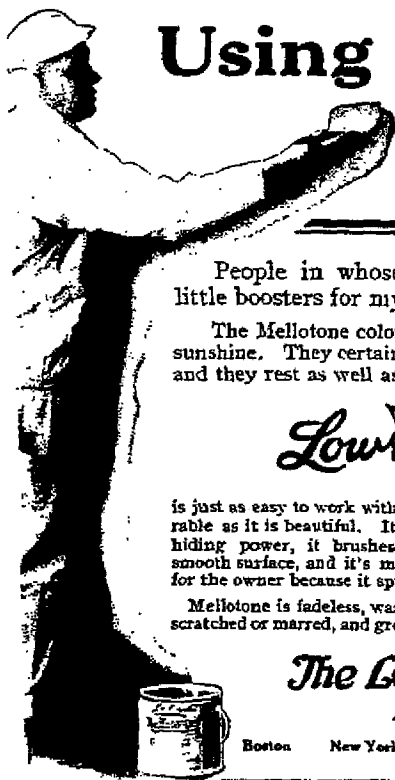
MURALITE mixes with hot water and CALCITINE with cold. Both are excellent. Both will increase your customers and profits. Write us for details.

M. EWING FOX CO.

NEW YORK

Manufacturers

CHICAGO



Using MELLOTONE is just like bringing in the outdoors

People in whose homes I have used Mellotone are the greatest little boosters for my work you ever saw.

The Mellotone colors are rich and warm. They seem to catch and hold the sunshine. They certainly do brighten things up in the dark fall and winter days, and they rest as well as delight the eyes.

Lowe Brothers Mellotone

is just as easy to work with and just as durable as it is beautiful. It has remarkable hiding power, it brushes rapidly into a smooth surface, and it's mighty economical for the owner because it spreads so well.

Mellotone is fadeless, washable, not easily scratched or marred, and great for stenciling.

Write for the real "dope" on Mellotone and "Job Record Book"

Let us tell you all about Mellotone, send us cards showing the colors—and if you never have asked for our "Job Record Book" ask now, because it is the handiest little time and money saver you ever owned.

The Lowe Brothers Company

456 E. Third St., Dayton, Ohio

Boston New York Jersey City Chicago Kansas City Minneapolis Toronto

the Massachusetts Fruit Growers' Association, originator of the great prize winning strawberry, named after Mr. Graton's native village in Ohio is 69 years of age, and you may search in vain with a fine tooth comb for a live-cricket than he.

Hunter Ross, exhaling Kentucky hospitality blowship, while dispensing the products of the Ican Varnish Company, and widely known as car and locomotive painters, has lately been in cordial grip to his friends throughout the lion of the country.

in prospectively scanning the entertainment he next annual convention of the Association, only to take a mental photograph of the mem-Entertainment Committee, which is composed Mullendorf, of the Illinois Central; George the Rock Island, and George Swing, of the Company, all Chicagoans, all hustlers by in- profession, and all qualified to go to Congress and as entertainers.

enthusiastic master car painter, and member and L. P. A., is found in the person of J. W. he Birmingham, Ala., shops of the Alabama rm. Mr. Gilmore has an equipment to look official capacity, consisting of 85 locomotives, cars, and 4,895 freight cars, which equipment appearance is a credit to his skill and ef-

of the able foremen painters of the Mobile broad is W. M. Callaway, in charge of work reboro, Ill., shops of the company. Callaway e of the equipment coming to this point in thy of the best traditions of the craft.

er Painter M. Costello, of the Texas and Pa. have some important inspection duties for it to look after presently, his company have from the Pullman Company the following Dining cars, 5; passenger cars, 16; combina- and express cars, 5; combination passenger ars, 2.

—The Philadelphia and Reading is in the market for 40 passenger cars and 10 passenger and baggage cars, a fact which indicates that Master Painter Cyrus Wertz, of the company's Reading shops, will soon be overtaken by increased duties.

—Master Painter T. Marshall, of the Angus shops, at Montreal, Canada, of the Canadian Pacific Railway, is in line for increased duties, his company having arranged to build 25 locomotives at the above shops.

—Master Painter Wm. M. Joyce, of the Baldwin Locomotive Works, is just now arranging to give his best attention to the painting and finishing of 50 Mikado loco- motives, which his company is building for the Northern Railway of France.

—The Pennsylvania Railroad has recently an- nounced a change in the method of determining the amount of employees' pensions, which will result in in- creased allowances in a number of instances. A minimum of \$15 a month will be established. At this writing the pension list of the Lines East of Pittsburgh contains 8,872 names.

—William Mullendorf, J. C. Martin and John W. Chism, of the painting staff of the Illinois Central, are due to have the equipment under their expert charge in- creased by the addition of 75 locomotives, which the com- pany has ordered from the Baldwin Locomotive Com- pany, and from the American Locomotive Company 85 Mikado type machines coming from the first-named con- cern, and 20 Pacific type, and 20 switching type engines from the last named.

—The Interborough Rapid Transit Company, of New York, is said to be in the market for 217 motor and 93 trailer cars, but a little order like that never serves to disturb the equanimity of Master Painter John T. Mc- Cracken.

—George J. Lynch, of New York, for nine years connected with the sales department of the Independent Pneumatic Tool Company, has resigned to accept a position as railway representative of the Heath & Milligan Manufacturing Co. Mr. Lynch's headquarters are at 111

in proper raiment is a task big enough to keep out of mischief at all times.

Frank Miller, of the Rochester (N. Y.) Street is one of the up-to-date palaters of the Flower is a fine manager of men and a workman of attainments.

The passenger car department of the Chicago and Illinois, located at Danville, Ill., on Decemst, moved into new shops erected by the com-Jackson, Ill. Other departments had preceded waiting at the above point, so that all departnow nicely at home and working as a unit at

The new passenger car shop, which is used repair work and painting, is 106 feet by 469 e measurements. At one end of the shop there tory construction 85 feet by 106 feet, which is y the brass cleaning and polishing force, the ng department, upholsterers, pattern makers, enovators and dyers, etc. Lockers, washing es, lavatory, etc., are located in one room. r in the two-story part has been provided for y car parts to the second story. The main 2 is 106 feet by 369 feet, and it is furnished crete floor, stationary scaffolds, large windows op, with roof of the saw tooth construction, north light exposure. The shop is heated by ivered through large ducts arranged at a point oof, and having outlets which bring the heat working contact. The paint shop proper is the end opposite the second story, which af-working force a splendid amount of light. ample conveniences and facilities, the car apartment is demonstrating its productive ear favoring conditions. Master Painter G. J. justly proud of his new shop home, it being ovement over his former location.

ster Painter W. H. Dutton, of the Sayre (Pa.) e Lehigh Valley, has a young Russian in his o, back in the Fatherland, was quite a noted inter. Since the country of the Czar became ung Democracy, Leon loses no opportunity to Russia, "land of the free and home of the

course, Mayor W. H. Burton, of Spencer, N. vertising his town, but the daily papers, nev saying that there is more saluting the acer than in any other town in Uncle Sam's ich leaves us to infer that His Honor, the been doing a fine share of patriotic business account.

man in the fuzzy fedora and with the mar- hie is authority for the statement that if its another run of sap, farmer John Hatten- a check book big enough to stop a run on a will arrange to buy another quarter section to break the swine and potato market.

Adamson eight hour law, marching gaily rridor of time, bejeweled with the dignified the United States Supreme Court, gives conferring upon shop men, including paint- d in railroad work, the opportunity of get- r day in which to toil for the family bread. t be an immediate effect of the measure, but ry to that end may be expected to at least revolutions while the blue birds bring forth

ly Mrs. Charles E. Copp has been visiting r's in Boston, and during her absence the er painter of the Boston and Maine has f cook and bottle washer at the Copp house- far he has escaped summoning the fire de- issuing a night call for the police.

re Allston (Mass.) shops of the Boston and er Painter E. E. Schedd is turning out a of painted and varnished work in a man- credit upon his department. The road has consisting of 417 passenger cars, 379 loc- 7,895 freight cars.

l-steel postal cars are being built for the alne by the Bradley Car Company, of Wor. This company has the reputation of doing painting and finishing.



Low Brothers
HIGH STANDARD
PAINTS

These paints of proven performance show their quality by their looks, life and wear. Results have proved their certain economy.

Our beautiful book "The House, Outside and Inside," enlarged color plate edition—mailed promptly on request. State whether interested in outside or inside decoration.

The Lowe Brothers Company
444 East Third Street, Des Moines, Iowa
Branches: New York, Jersey City, Chicago, Kansas City, Minneapolis, St. Louis, St. Paul, Portland, Me., Toronto, Canada

PAINT

have seen the above advertise- ment in recent magazines. The painter who specifies.

HIGH STANDARD

in his bid naturally has the best chance of getting the job. You don't have to be lowest in price—when you agree to put on paint that is highest in value.

We will gladly send full information—color cards—and combination pack. There are no inside prices—we sell only those dealers who fix the prices to suit themselves. Write—and ask for the "Job Record Book" if you can use this little profit maker.

AND WALL PAPER DEALER

A. Little's department is being speeded up to him.

Illinois Central is engaged in making additions to Palestine, Ill., shops which will materially increase facilities afforded the painters employed at

what was formerly known as New Decatur, Ala., led Albany. At the Louisville and Nashville station at Albany, L. W. Lee is in charge of the department. Several years ago Mr. Lee succeeded Miller as foreman painter. At these shops coach painting done south of Louisville, Ky., are of, together with a very large part of the painting for the entire system. At this works shops have an order to build 1,250 standard frame box cars and 500 wooden gondolas.

During the year 1916 the Chicago, St. Paul, Minneapolis and Omaha spent \$2,525,000 for maintenance of passenger and freight cars and locomotives, over the preceding year of \$85,000. From this it is inferred that Master Painter C. F. Mayer had a lot of activity for his department during the

the day coaches of the Chicago and Eastern Railway Painter G. J. Lehnen is painting the head-end. This road was one of the first to use very bright colors.

At the Beech Grove shops of the Big Four Master Painter L. Smith is taking care of a large volume of some of which is of the heavy repair class. It has a passenger equipment of 484 cars, and power is represented by 746 engines. The finishing applied to this equipment is second in point of excellence.

Business is booming at the Columbus, Ohio, shops along Valley, and Master Painter P. J. Hoffding to a large volume of painting repairs in careful and expert manner. The road has an total 185 locomotives and 14,745 freight and 72 cars.

Mullally, master painter of the Armour Car Works, Ill., is one of the busy men of the Windy City of the best informed citizens of its geographical interest, etc. At the next convention, to see Chicago, get next to Mullally, the owner.

Henninger, master painter of the Pittsburgh Railway, is a live wire of the town of big expert painter of unusual executive ability. Pittsburgh run around and see Henninger and to-date handling of paint shop affairs.

and Mrs. Charles E. Copp celebrated their wedding anniversary April 16 by such a day as could be realized by those living near a happy event it proved to be, with Mrs. better than she has been during the past

Boston and Maine reorganization legislation in New Hampshire House and Senate, where opposition was expected, so now there seems to be no doubt the road from getting on its feet and already been divorced from New Haven. The latter road suffered great loss, it is said, and, having bought up the Boston and Maine at a high figure, and was compelled to retire.

Annual report of the Delaware and Hudson Railway, published, shows that during the year 1916 new steel passenger cars have been received in service. Master Painter A. J. Bush is gradually into the steel car preservation problem.

Great Northern has recently ordered from Car and Foundry Company twenty combined baggage cars, a little matter which tends to show the importance of Master Painter N. B. Bennett.

At Mrs. Charles E. Copp opened the summer of their summer camp at Lake Winnepesaukee. A most delightful day was enjoyed, and that the ice was not out of the lake and the snowdrifts lingered in

23



Fit for Finest Homes

Your architect is an impartial judge of all things that go into home building. He considers quality as well as price. And he has no financial interest in the goods he recommends. Ask his opinion on Lowe Brothers High Standard Liquid Paint.

He will tell you this is one of the very few paints that are "fit for the finest homes." And he will tell you that it has a wonderful reputation for covering better, cleaning off, and holding its color longer than any other paint.

One bottle of this "The Home Owner's and Builder's" paint will do more work than any other paint. It is the only paint that is guaranteed to hold its color for years.

The Lowe Brothers Company

456 East Third Street, Dayton, Ohio
New York, Boston, Chicago, St. Louis, Philadelphia, etc.

Five times as large—

was the original size of the advertisement shown above.

It appeared in practically every magazine in the country which is read by people who live in fine homes.

When you want to land the best painting jobs in your town, specify in your bid

Lowe Brothers
HIGH STANDARD
LIQUID PAINT

That talks louder than a low price to people who know paint.

Have you received a copy of our handy Job Record Book? It's free on request.

The Lowe Brothers Company

456 East Third Street, Dayton, Ohio

Boston New York Jersey City Philadelphia



Millions upon millions

of home owners have read the advertisement shown at left during the past month. Hundreds of these readers are located right in your territory. Next time you figure on a painting job why not suggest

Mellotone

instead of wall paper for the interior? That will increase your profits and make a new friend every time. Try it!

Drop us a line for a free copy of our Job Record Book. It's a great convenience.

The Lowe Brothers Company

456 E. Third St., Dayton, Ohio

ton New York Chicago Jersey City Kansas City Minneapolis Toronto

Charles E. Copp declares he has no convention just because there is a war on the other side. As Chicago in September will be, it held. Fifth convention without a break, he is anxious silver convention wedding (no cards) on that his birthday always occurs at that time, he is nine this year and "feels fit to be tied." should a colonel's or general's commission be, he might feel that he ought to be patriotic cut out the convention this year.

a steel construction department of the New York Lines' West Albany shops is running at full speed and has orders for dining cars, passenger, baggage cars, sufficient to keep all hands busy at two years. All of which promises prosperity for Painter H. M. Butts and his stalwart army of brush wielders.

a May issue of the Buffalo, Rochester and Albany Railway magazine is a splendid publication, the patriotic fervor from cover to cover. Master James B. Gratton has a right to be proud of its literary and print shop achievement. The Angus (Montreal) shops of the Canadian Pacific have a large number of women are employed there, in Master Painter Thomas Marshall's department they are proving a very efficient and army of workers.

Charles E. Copp's son Harry is designing and motor truck and trailer as a traveling shoe repairer. United Shoe Company, Beverly, Mass., to repair and repair 500 pairs of shoes per day, machinery for the purpose all on board. So it is in some way, except the "old man." paint shop prosperity is based upon railway repair something like a Kansas cyclone of good to fall upon the departments presided over by Painters Hartley and Gibbons, of the Atchafalaya and Santa Fe, for during March last the reports gross earnings of \$13,534,000, which is more than the previous best record.

anoke Hospital. However, his many friends will be happy to learn that he is now quite himself again.

The death of Mrs. Lola McCune Houser, beloved wife of Master Painter John W. Houser, of the Chambersburg (Pa.) shops of the Cumberland Valley Railroad, occurred on the morning of May 17 in a Philadelphia Hospital, where she had been taken two weeks previously to undergo an operation, which, however, was not performed. Mrs. Houser is survived by her husband and mother and one sister, both of whom reside in Altoona, at which place the funeral was held Sunday, May 20, at 2.30 p. m. The pall bearers were E. E. Lewis, W. F. Hemphill, John F. Gearhart, ex-Mayor S. H. Walker, O. P. Wilkins and D. A. Little. Mr. and Mrs. Houser have lived in Chambersburg for thirty years, prior to which time they, for several years after marriage, resided in Altoona. Mrs. Houser was one of the best-known ladies of Association affairs and social activities. Since 1887 she has accompanied her husband to every convention except one, and her acquaintance in the big Association family numbered practically everyone. Her fine womanly attainments, and gracious qualities of heart and mind were distinguished characteristics of the kindly life that has passed on to its larger mission. Her death will be deeply mourned by a great company of devoted friends.

During the six months ending December 31 last the Illinois Central Railroad added 20 Pacific type locomotives to its tractive power; in the same period 52 new passenger cars were also added to the equipment of the road. The painting department on this enterprising system appears to be experiencing a continuous growth.

W. J. Dewey, master painter of the Renova (Pa.) shops of the Pennsylvania Railroad, is making a name for himself as a careful, conscientious craftsman and manager of men, and although a comparatively new comer at Renova, he is giving these shops the customary Pennsylvania standard for good work.

At the Montreal (Canada) shops of the Grand Trunk Railway Foreman Painter J. McCarthy is constantly doing his bit both for his country and the great



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siasm for the game, although it has been temporarily eclipsed by the war. Meanwhile, Foreman Painter Derrick is getting out a good volume of work for the Pere Marquette, with which he has been connected for many years.

—Samuel Fenton, former car and locomotive painter, serving with both the Lackawanna and the Lehigh Valley, and more recently railway representative of the Devoc & Reynolds Co., has been made superintendent of the concern's Brooklyn factory. Sam's friendly visits to the car and locomotive paint shops, in the Eastern section of country will be missed, but to his larger sphere of duty he will carry the best wishes of a big brood of friends.

—The esteemed Atchison (Kansas) Globe, in bold type declares "Chicago sat down on a lemon pie," which catastrophe would appear to emphasize the wisdom of President Gearhart in postponing the forty-eighth annual convention indefinitely.

—The Kansas City Northwestern, formerly a part of the Missouri Pacific system, has been reorganized and will, in the near future, be taken out of receivership. This will pave the way for the organization of a substantial little painting department.

—The annual report of the Hocking Valley shows that its equipment consists of 133 locomotives, 73 passenger cars and 15,292 freight and miscellaneous cars, an item which proves that Master Painter P. J. Hoffman is fully engaged in bearing "the white man's burden."

—The Pullman Car Company has recently placed an order with the Buffalo Steel Works for 563 tons of steel for repair shops at Buffalo, at which point, in due season, a busy swarm of painters will be employed.

—The American Locomotive Company is engaged upon an order from the Southern Railway for 25 Santa Fe type locomotives. This will serve as a substantial contribution to painting activities on the Southern.

—George Douglas, foreman painter of the Lehigh Valley Transit Company, of Allentown, Pa., is an old steam railway painter, having been at one time employed

at the Harmon shops of the New York Central Lines. Allentown is noted for pretty girls, and it may be said, in confidence, that George thinks the world and all of two. Their names are Margaret and Dorothy, and they happen to be his daughters, and they are such good girls that father Douglas has a perfect right to feel mighty proud of them.

—The death of W. D. Jones, of Portsmouth, Va., for the past twelve years master painter of the Seaboard Air Line shops, at Portsmouth, occurred May 31 at a hospital in that city after an illness of only four days. The funeral services were held June 3. Mr. Jones was an exceedingly capable man and the interests under his administration were most efficiently handled.

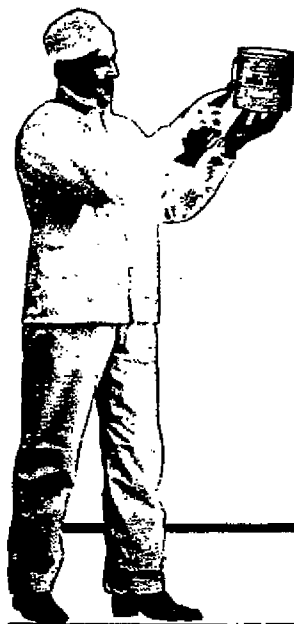
—Emil Elmke, foreman painter of the New York Central shops at Buffalo, N. Y., is one of the company's able and qualified members of the official family. Emil never does things by halves, and his excellently managed department in the Bison City is sure testimony to this fact.

—The climate is steadily climbing higher on the rounds of the thermometer down in Mississippi where, at the Vicksburg shops of the Yazoo and Mississippi, Master Painter J. A. P. Glass continues to turn out a good volume of well painted work. Glass is a fixture in the Bayou State, and a very efficient one, as his employing company is ready to testify.

—J. L. Askew, for the past twenty-one years an employe of the Sea Board Air Line, has been appointed master painter at the Portsmouth (Va.) shops of the company. Mr. Askew will have charge of coach, locomotive, freight car and ferry equipment painting.

—One of the capable men of Indiana is none other than our good friend, A. J. Bruning, master painter at the Evansville (Ind.) shops of the Louisville and Nashville Railroad. Incidentally, too, Andrew Bruning is one of the loyal and strong supporters of the M. C. and L. P. A., and is accounted worthy to sit at the head of the table at any gathering.

—At South Tacoma, Wash., they are just beginning to have a most delightful summer, and every pros-



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way to be carried out without further effort on the part of the commission. On January 1, 1917, there were in passenger train service 15,754 all-steel cars and 6,136 wooden cars having steel underframes. The present number of wooden cars in passenger train service, 39,169, indicates a retirement since January 1, 1912, of 8,957 cars. Some 2,218 cars were retired during 1916. However, at the rate wooden cars are having steel underframes applied to them, it looks like a long distance to travel before reaching the total elimination of the wooden cars. And, after all, what a "comfy" feeling those wooden car interiors have as one settles into the depth of the great plush seats with backs built to fit the crookedest spine, and a finish over all conducive to a supreme sense of travel happiness.

—A. W. Munster, former general storekeeper of the Boston and Maine, has been appointed purchasing agent, a fact which will please the road's painting department because A. W. has a keen appreciation of the besetting trials of the painter.

—A. McKee is the foreman painter at the New Haven (Conn.) shops of the New York, New Haven and Hartford, and a recent caller found him having just returned from a most enjoyable vacation spent in Louisville, Ky. McKee acquired a million dollar complexion down in the blue grass country, and he confesses that he feels equal to whipping his weight in wild cats, which shows what a simple little outing will sometimes do for a run down system.

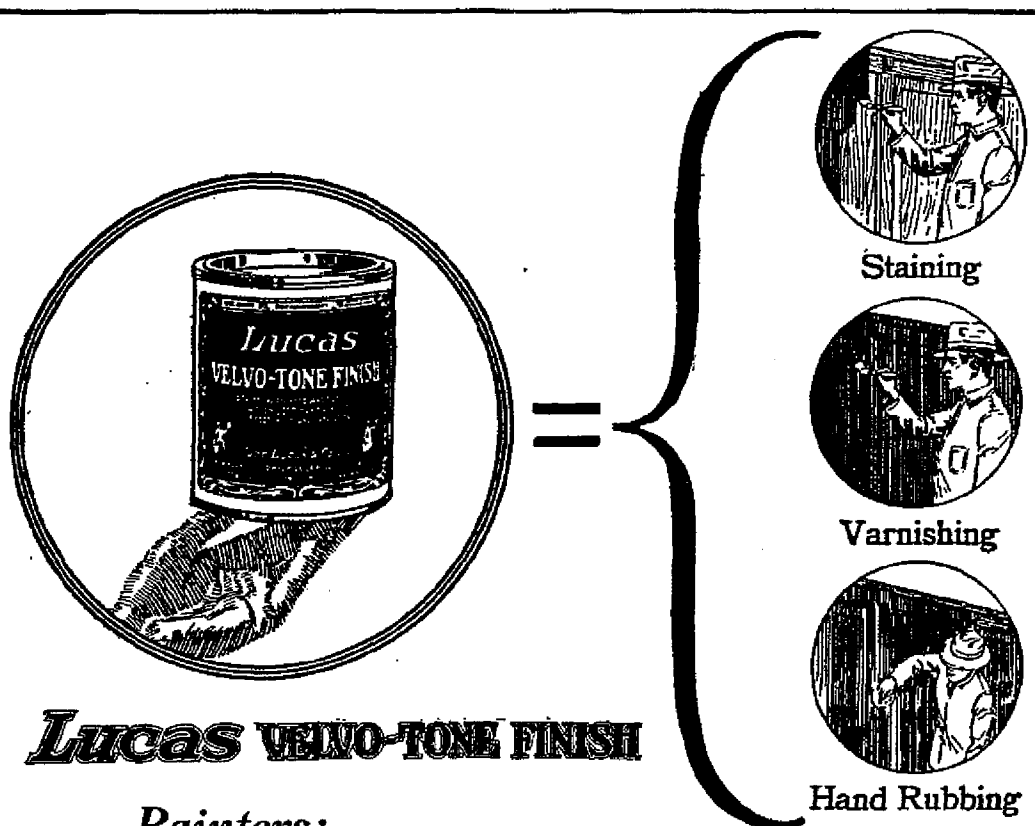
—The electric locomotive recently built by the Pennsylvania Railroad, and given a famous coat of black in the department under the care of Master Painter D. A. Little, and now being tried out on the electric roads about Philadelphia, is the most powerful of its kind in the world. It is capable of hauling heavy trains, freight and passenger, and develops 7,000 horse power. The wire from which it draws its current is no larger than an ordinary trolley wire. The capacity of the locomotive is more than 50 per cent. stronger than that of the largest steam locomotive in the world.

—When a victorious inmate of the railway paint shop permanently escapes from the bondage of toil he at once, very appropriately, begins to gad about and take his ease in cities far and near, after the manner of many sons of luxury. To locate him accurately at all times, therefore, is no easy matter, as we find in the case of the veteran Fred S. Ball, the former distinguished master car painter of the Pennsylvania Railroad, who last month, in these columns, was listed as a resident of Cleveland, Ohio. It now transpires that last autumn he moved with his son, Fred Ball, Jr., to Ardmore, Pa., on the main line of the Pennsylvania Railroad, eight miles from the Broad street station, Philadelphia, and here, in this beautiful section of the Keystone State, he is looking happily out upon days mellowed with the memories of friends who are wishing him length of days filled with unflinching contentment.

—George M. Oates, master painter of the Pressed Steel Car Company, Pittsburgh, Pa., and family, spent the week from August 13 to the 20th, at "The Arrandale," Bedford Springs. Master Painter John F. Gearhart, of the Pennsylvania Railroad, and family, accompanied by Mrs. M. J. Haynes, motored to the Springs Sunday, August 19 and all enjoyed dinner together. John says it looked like convention times, when the party gathered at the table and made a noble attack upon the turkey and the delicious edibles which flanked his majesty. Following their delightful sojourn at Bedford Springs, the Oates family left for an extended automobile trip to Harpers Ferry and other Southern points.

—Master Painter H. M. Butts' able assistant at the West Albany shops of the New York Central Lines is Dewitt C. Sherwood. Sherwood recently made a record selling Liberty Loan bonds, proving himself a diplomat, a silver-tongued orator, and a comedian of commerce. During a number of years as assistant foreman painter at the West Albany shops, he has also proved himself an exceedingly efficient administrative officer, and some day you may see Dewitt either selling million dollar blocks of real estate or holding down a master painter's portfolio at a salary to stagger the old timers.

—W. E. Graham is the alert and successful foreman painter of the Capital Traction Company, Washington, D. C. He has been associated with this company for many years, is known as a painter of the old school,



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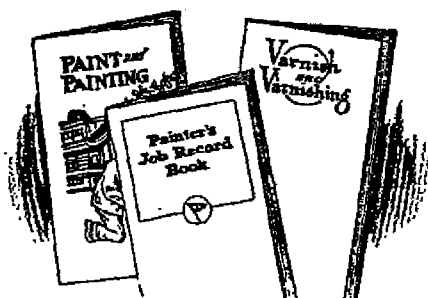
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and enjoyed a wide acquaintance among members of that organization. He was deeply versed in all matters having to do with the painting and finishing of railway equipment and to this knowledge was added the ability of a successful executive and a most agreeable manager of men. His friends, in Association circles and elsewhere, feel that in the passing of genial John Hartman the world has lost an influence that was always exerted for the development of the finest type of manhood.

At the Elkhart, Ind., shops of the New York Central Lines, Master Painter J. G. Keil continues to keep equipment moving along at a good rate; he also maintains a high standing for the Elkhart shops in the matter of excellent work turned out. Mr. Keil entered railroad service at the St. Thomas, Canada, shops of the Michigan Central under the foremanship of William Davis. Later he worked for various Western roads, among them the Chicago and Northwestern and the Chicago and Alton, serving as foreman painter at the Bloomington, Ill., shops of this latter company for thirteen years.

At Richmond, Cal., Master Painter George Getgoldt, of the Atchison, Topeka & Santa Fe, is pushing a good volume of work along and keeping quite a number of men busy all the time. George is sniffing the salt of the Pacific just as if it were really the spice of life, meanwhile drawing his salary and telling the populace that the little old Santa Fe is more than three jumps ahead of the biggest ones.

Master Painter E. T. Congdon, of the South Tacoma, Wash., shops of the Northern Pacific, is just now very busy keeping the equipment at the western end of the system in traffic condition, and in his usual efficient manner keeping it well painted. Some years ago, Congdon came East to attend a M. C. and L. P. A. convention and while in this section visited a number of railway paint shops, but the call of the great Northwest country was upon him, and banks overflowing with money and fame flirting with him at way stations failed to beguile him. So, to his many friends in the rheumatic and gouty East, he remains the genial E. T. C. of the S. T. nine salmon canneries and tall timber.

Master Painter Samuel E. Breese, of the Cleveland shops of the New York Central Lines, is taking care of a heavy volume of passenger car equipment and incidentally regretting that he was not permitted to attend a M. C. & L. P. A. convention this year. However, life in the Sixth City is something like a convention all the time, so Samuel should not worry.

G. A. Grabill, master painter of the Grand Rapids, Mich., Electric Railway, is having plenty to do with a good force of men busy doing it, and as is the rule at these shops, doing it well. Grabill is an advocate of the best class of work, and his employing company appears to back him up in his cherished ambition.

To the readers of this department, in the shop, or in the trenches, as some of them doubtless are, or "on the road," as still others are, the compliments of the season are extended, and to one and all we fervently trust a goodly share of holiday comforts and good cheer may come as they have always been coming since Christmas smiled upon the world.

Four signs were recently painted and lettered at the Billerica shops of the Boston and Maine for the Portsmouth, N. H., toll bridge. The signs are four feet wide and seven feet two inches high and 417 letters were applied to them.

Concessions made by both the railroads and the heads of the four brotherhoods, as a result of the present wage issue, are taken by officials as complete assurance at this writing that America's warfare against Germany will go forward to the end unhampered by the possibilities of transportation tie-ups over wage difficulties.

J. B. Shuttleworth, foreman painter of the Boston and Albany's Springfield, Mass., shops, is having plenty of work for his regular force of men. As in the case of practically all railway paint shops, the road's Springfield plant has lost some of its younger employees through enlistment and draft, although to date no serious handicap has been experienced through war time depletion.

P. J. Hoffman, master painter of the Columbus

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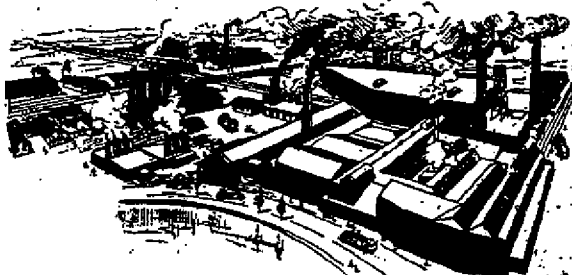
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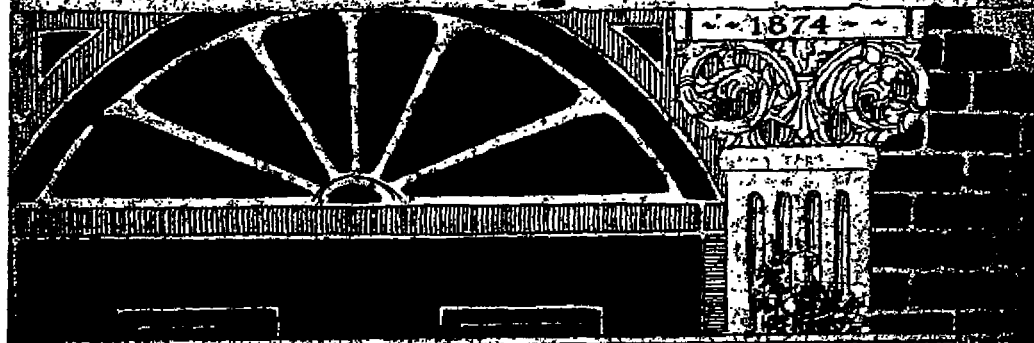
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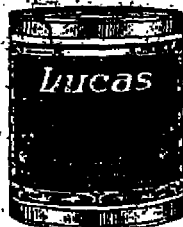
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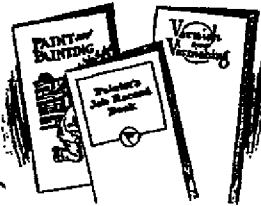


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—Gold medals bearing the Southern Pacific safety emblem and suitably engraved were awarded recently to the six employees of each division and in each general shop of the system who, during the year ended June 30, 1917, did the most in furtherance of safety work. It is said that the car and locomotive painters in the Southern Pacific have been especially active in promoting safety work.

—So far, 193 employees of the Nashville, Chattanooga & St. Louis have enlisted in the army or navy, while 1,449 others are subject to draft. A number of men from Master Painter J. W. Fryer's department are reported to have enlisted and others are subject to call at any time.

—The Erie Railroad Magazine for December issued a 22-page supplement containing the names of the 974 employees of the company now in the army or the navy, or other war service. The painting department is reported to be ably represented. The cover of the supplement referred to is in three colors, red, white and blue, and bears a representation of a service flag containing 974 stars.

—The Southern Pacific is launching a vigorous campaign of fire protection throughout its system, and the 45,000 employees are being asked to spread the gospel among men. As usual the "boys" of the painting department are doing their part in making this campaign productive of results beneficial to the company.

—Charles Stout, for seventeen years a journeyman locomotive painter employed in Master Painter D. A. Little's department, having reached the age of 65 years, has been retired by the Pennsylvania Railroad, his pension dating from December 31. Mr. Stout learned his trade under the foremanship of Charles Mason at the Twelfth Street, Altoona, shops of the Pennsylvania, beginning April, 1871, and remained at these shops until he was employed under Mr. Little. Charley Stout is known to many painters in all parts of the country. As a drummer for many years in the famous old Altoona City Band, he literally drummed himself into the hearts of the lovers of band music.

In the hundreds of parades which Charley headed as the rub-a-dub artist, he was always envied and followed by more boys than almost any other attraction could muster in a day's march, and if you have ever been a boy you may understand that no higher compliment could be paid a drummer. W. O. Quest worked with Charley in the Altoona shops, under Mr. Mason's administration. D. A. Little pays him the tribute of being "a good workman—letterer, striper, varnisher," etc. Here's hoping that the old veteran may leisurely jog along the primrose path of happiness for many serene and sunny years to come.

—The Lackawanna Railroad has discontinued, presumably as a war-time economy, the striping of all passenger car exteriors, also the striping of locomotives. This road, we believe, is almost the last of the Eastern railways to discontinue the exterior ornamentation of its passenger equipment cars.

—The Juniata, Altoona, shops of the Pennsylvania Railroad, over which D. A. Little presides as foreman painter, built and painted and finished over 200 locomotives during the year 1917. At these shops 59 large freight locomotives are now building, and these will be followed by 81 large passenger locomotives. In addition, the Baldwin Locomotive Works have an order, press reports advise, from the Pennsylvania for 261 locomotives, all of which indicates that the humble brush users are still facing an able-bodied Prosperity.

—At this writing the Lackawanna Railroad's painting department, engineered by that able executive, B. E. Miller, has ten men fighting, or preparing to fight, for world Democracy. One of these men is from the Kingsland shop, one from the Scranton locomotive paint shop, one from the East Buffalo paint shop, and the remaining seven are from the ranks of the Maintenance of Way painters. They are Phoebe Snow's "boys," and a finer bunch of bayonet brandishers are not to be found in Uncle Sam's service.

—The various shop crafts on the railroads north, south and west of Chicago, including the Chicago & Eastern Illinois, the Illinois Central, the Chicago &

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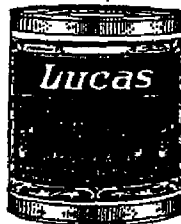
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January
1919

land and Kennebec, the latter being, during this time, taken over by the former road. After resigning from railway work he carried on a painting business in connection with his father at Hyde Park, Mass., for some years. He then moved to Pittsfield, Mass., and embarked in the painting business, which he continued until stricken with a fatal illness. Mr. Hill, Warner Bailey and A. L. Scott were the founders of the M. C. and L. P. A.

Master Painter A. E. Green, at the Chicago shops of the Chicago and Northwestern railroad, is taking along a big volume of painting and varnishing repairs, meanwhile absorbing as much comfort and joy out of life as it is possible during an open winter, with no skating to be had.

"Uncle Jim" Goben, of the Ball Chemical Co., and loved and cherished by a host of master car and locomotive painters, was formerly one of the dynamic forces in the Master Car and Locomotive Painters' Association. As a matter of fact he was president of the Association during the year 1891, and made a model presiding officer. He was a ready speaker and debater, of commanding presence, persuasive address, and a manner that carried conviction. "Uncle Jim" would have made a rattling good lawyer, as, of course, he has made the same sort of a master car painter and salesman. James A. Goben has contributed a wonderful share of helpfulness to the development of the Association, and in these mature days of its existence he is entitled to more than honorable mention in connection with its splendid position among the railway associations of the country.

Otto Rosenberg, foreman painter at the Clinton, Iowa, shops of the Chicago and Northwestern railroad, is one of the busy men of the proudest State in the Middle West. Otto is just like a boy catching bait for a fishing trip—

Those Who Have Gone.

The ruthless man on the gray horse passed not by on the other side in the case of at least five widely known members of the Master Car and Locomotive Painters' Association as he rode abroad up and down the world's highway during the year 1918. Here is the list of those called from this earthly life during the twelve months just passed:—W. H. Dutton, Ithaca, N. Y.; D. G. McGee, Philadelphia, Pa.; George W. Gehman, Norwood, Mass.; Walter A. Fendt, Macon, Ga.; J. H. Baldwin, Ft. Worth, Texas. All were able and qualified craftsmen and capable managers of men. Peace to their memory!

busy every fraction of an hour. And you may be sure he makes things count for the monthly output without to any less degree neglecting the quality of the work produced. That's Otto all over.

George M. Oates, of Pittsburgh, Pa., and the Pressed Steel Car Co., is one of the live wires of the foremen car painters of the Smoky City. He loves a good cigar, a tie that has color and the Oriental grace, and a hat that renews the youth of man. In addition George is one of the best informed men along trade avenues of information that you find outside of one of those institutions in which all knowledge is supposed to be stored.

At Atlanta, Ga., in the shops of the Southern Railway, the visitor to the metropolis of the Empire State of Dixie will find Master Painter William Justis, in charge of a good force of men, turning out work of a quality second to none, North or South. Foreman Justis extends to the stranger within the gate a hospitality that is most delightful. He is an association man, and expects to come North next September to attend the convention.

C. R. Osborne is the master painter of the Government Lines of Canada at the company's Winnipeg, Man., shops. A large amount of work is monthly turned out of these shops. Incidentally, too, it must measure up to the Osborne standard, which standard means, in a word, "none better."

J. H. Neal is another one of those Southern Railway foremen painters who capture every prize that peeps above the



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Lowe Brothers Automobile Varnish Colors

The high prices and scarcity of new cars are causing people to take good care of their old cars.

Rustle up some of this repainting business!

One coat, over a properly prepared surface, gives fine results. Flows on like varnish. One to three quarts repaints a car.

The Lowe Brothers Company

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WRITE Lowe Brothers Service Dept. when you are puzzled how to finish any unusual surface. Send for folder—"Care of the Automobile."

sion of moisture from the outside and this same moisture once settled under the paint somehow appears to have difficulty in escaping quick enough when heat or a drying agent of some sort compels it to move, and when this action begins in earnest there is sure to be an eruption of surface conditions in the form of blisters, or peeling, etc.

The freight car paint of desired durability must have a breathing apparatus in fine working condition at all times to let the moisture pass while at the same time protecting the car from overmuch deterioration. Not only the above, but from the standpoint of cost the oxide iron paint, as compared to many other makes of a more pretentious name, is cheaper. Then in the matter of appearance, the neat brown exterior is pleasant to look at. It also yields an effective background for the stencilling.

Railway Paint Shop Gossip

IT HAS BEEN INTIMATED THAT NOT a few members of the Master Car and Locomotive Painters' Association have come a long way down the corridor of time, but while this may be true it may at least be said that the great majority of these have not allowed a hay window to be built on their dining room nor their optimistic outlook on life to become shriveled and sour; to these men the stars in their courses shine with undiminished glory and the stiff fever of life burns as in the days of their less matured manhood. All honor to those members upon whom the weight of years has failed to dim their enthusiasm and who are keeping the faith and living up to the traditions of a wonderful organization. May they live long and prosper amazingly!

L. Nelson has been appointed foreman painter of the Public Service Electric Railway at the company's Newark, N. J., shops, succeeding to the vacancy caused by the resignation of W. H. Estabrook. Frank Robbins, formerly master painter of the Havana Central railroad, is at present working at these shops under Mr. Nelson.

An order abolishing all piece work in the Sayre, Pa., shops of the Lehigh Valley Railroad became effective January 16. This order, for the painting department, brings about a radical method of work, the piece-work plan of operation having been in force for the past 18 years. A majority of the painters are now being paid a flat rate of 68 cents an hour.

Former general foreman at the Billerica, Mass., shops of the Boston and Maine Railroad, and greatly respected and admired by the painting force at these shops, now Capt. D. H. Pyne, is convalescent in a government hospital in Washington, where he has been for about three months following an attack of influenza, during which time he has submitted to eleven operations for tube insertions to the lungs. He could not have survived in the old Bay State, but in the milder climate in Washington and with specialists and nurses he is expected presently to be quite his former self, to the joy of countless friends.

It is expected that an apprenticeship course will presently be worked out and put in operation in the Billerica shops of the Boston and Maine Railroad; it is thought that the painting department under Charles A. Copp will get a number of these apprentices on a four-year course, divided into six months and twelve months periods in various capacities.

On December 31 last, A. R. Lynch, for the past 23 years foreman painter at the Dennison, Ohio, shops of the Pennsylvania Lines, West, was retired on a pension. Mr. Lynch has for many years been a widely known member of the M. C. and L. P. A., and has attended most, if not all, the conventions of later years. In commemoration of his long association with the mechanics of the painting department he was presented with a gold chain and an Elk locket, traveling bag and a box of cigars by the employees, A. P. Aeschliman making the presentation address.

The appointment of Walker D. Hines as Director General of Railroads, succeeding William G. McAdoo, has aroused widespread interest among car and locomotive painters the country over. That he will have sympathy and interest



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Folk nowadays want a PER-
MANENT wall finish, one
that can be readily kept clean
and retain its beauty indefinitely.

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makes such results possible.

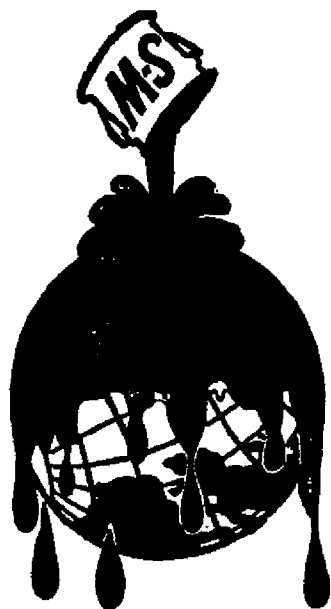
Send for booklet "The Art of Interior Decor-
ation." Address Dep't 3.

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The Sherwin-Williams Co., manufactures one of the largest lines of finishes for the use of Master Painters and Decorators. The line includes a product for every requirement, each of the right quality for the class of work intended.

OLD DUTCH PROCESS WHITE LEAD—A high quality lead for Master Painters that combines the best features of American and European products. Fills the demand for a lead that is soft in the package and easy to work up, yet preserving a covering capacity and wearing consistency which are unexcelled.

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The cities of Ottawa, Windsor and Hamilton were also suggested. The eloquence of Messrs. Barrett and McKenzie was so overwhelming that Hamilton easily won out when the vote was taken.

The secretary was instructed to send a letter of thanks to the Mayor of Kingston for his very cordial invitation.

A committee, composed of Messrs. Hughes, McKenzie and Paris, was appointed to arrange for the dates of meeting of convention in July next.

The subject of the program was then taken up, and after a full and free discussion the following provisional draft of program was unanimously adopted:—

1. Call to order.
2. Opening prayer.
3. Address of welcome.
4. Roll call of officers.
5. President's address.
6. Appointment of committees:—(1) Resolutions; (2) Auditing; (3) President's Address.
7. Minutes of last convention.
8. Secretary's report.
9. Reports of committees.
10. Paper, "Ways and Means Whereby This Association Can Be Advanced in Membership and Usefulness," F. I. Brooks, Hamilton.
11. Paper, "Labor Problems and Their Remedy," James Phinnemore, Toronto.
12. Paper, "Paint, Painter and Painting," W. E. Wall, Somerville, Mass.
13. Paper, "Lithopone: Its Uses and Abuses," H. A. Gardner, Washington, D. C.
14. Paper, "Simple Varnish Tests," William Horne.
15. Papers, "Trade Schools," Dr. McKay, Toronto; Prof. Sprague, Hamilton; Dr. Ireton, New York.
16. Paper, "Overhead Charges," A. H. McGhan, Washington, D. C.
17. Paper, "Advertising," speaker to be arranged.
18. Paper, John Dewar, Pittsburgh, Pa., to choose his own subject.
19. Question box; committee to be appointed.
20. New and unfinished business.
21. Reports of committees.
22. Election of officers.

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At the Advisory Committee meeting Master Painter H. C. Lafferty, of the Long Island Ry., came to meet and hold converse with his many friends, after an absence of several years. Lafferty is a hustling and down-to-date manager of men and a paint shop executive officer of uncommon ability.

Master Painter John H. Pittard, of the Whistler (Ala.) shops of the Mobile and Ohio Ry., served the association as its president during the year 1911. He is a student of paint shop practice and an able exponent of the best class of craftsmanship, and an exceedingly able manager of men and methods.

Subject No. 4 for the next convention is an exceedingly important one, and with Messrs. Phillips, Hoffman and Davenport handling the issues, we may expect conclusions of real value to be arrived at. Practically every one is interested in the matter of linseed oil and its substitutes.

Master Painter E. E. Schedd, of the Allston, Mass., shops of the Boston and Albany, is having plenty for his scrupulous little force to do, and everything is moving along under E. E.'s management like a well-oiled piece of machinery.

Master Painter F. L. Henninger, of the Pittsburgh Railway Company, Pittsburgh, Pa., is wrestling with the usual shop problems with the diligence and determination of a man bound to make good on his job, big or little, as it may chance to be, and that means that Henninger is a success all over.

At the La Junta, Colo., shops of the Santa Fe Railway you will find, happy and thrifty, Master Painter Edward McDade, turning out plenty of good work with a medium sized force of men. McDade is certain that Colorado is destined to be the one really great commonwealth in which it is worth while to wield a paint brush.



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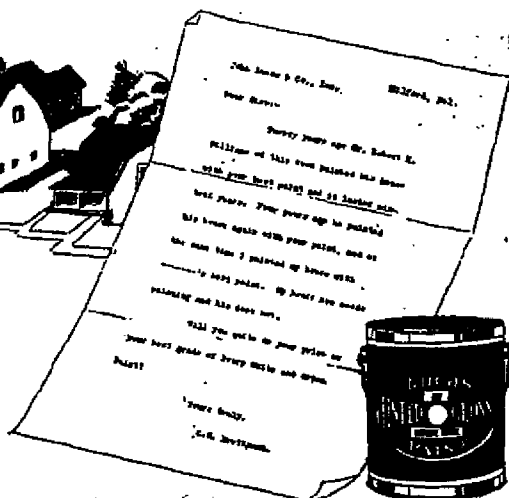
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EXPERIENCE taught C. G. Prettyman what painters everywhere can tell you, that for long life, protection and quality, Lucas Paint is unequalled.

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STAINS—Handcraft stains a line of high grade artistic stains of the spirit of the soluble type—Golden Oak Stain for producing the standard Oak Stain—and desirable stains.

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MASTER PAINTERS OIL COLORS—A line of colors in oil made especially for the painter.

SHELLACS, FILLES, DRIERS, JAPANS, ASPHALTUMS, ETC.—We can take care of your requirements to the best possible advantage.

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High Quality Lead For Master Painters

Sherwin-Williams Old Dutch Process White Lead combines the best features of American and European Products. It fills the demand for a lead that is soft in the package and easy to break up, will take the maximum amount of linseed oil and possesses a covering capacity and wearing consistency that is unexcelled.

With Master Painters, one keg of

OLD DUTCH PROCESS STRICTLY PURE WHITE LEAD

will do more convincing than pages of advertising. We are satisfied to offer ODP Lead to you on the word alone of thousands of Master Painters who prefer its use to any other material and adding the following unconditional guarantee of purity, which is plainly printed on every keg:

"This package is warranted to contain nothing but strictly Pure White Lead, ground in strictly Pure Linseed Oil and we will pay you one ounce of gold for every ounce of adulteration that it may be found to contain."

Sherwin-Williams ODP White Lead is put up in strong steel kegs. These kegs protect the lead much better than the old-fashioned wooden packages, as the steel keeps out the moisture and air and does not absorb the oil. The lead is always fresh and in as good condition as when it left the mill and when empty the steel packages are easily cleaned and may be put to a hundred uses in the paint shop.

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BROOKLYN VARNISH MFG. CO.

BROOKLYN, NEW YORK

The dates of the Canadian convention have been fixed for July 8, 9 and 10. The convention is to be held in Hamilton, Ont. The Royal Connaught will be the headquarters hotel. The Hamilton association is out to make this convention the biggest and best yet held.

Predicts Building Boom.

CHARLES H. KEITH, former president of the Southern Pine Association, who has been giving much of his time to the study of economical conditions, both at home and abroad, is quoted as saying recently that there was a tremendous building boom in sight.

Mr. Keith is reported as saying:

"Southern pine stocks are 50 per cent. of what they were in April, 1917. Production at some producing units, 70 per cent. of normal! Ten per cent. of South's producing capacity exhausted last year. Stock in the hands of retailers, 50 per cent. of normal. European stocks are entirely depleted. Europe has not imported any lumber for five years, and is short 105,000,000,000 feet.

"Russia will be unable to produce lumber in quantity in five years. No production in Austria-Hungary. Europe faces a lumber famine.

"Canada and the United States will be required to provide not only their normal European export demand, but also deficiency caused by Russia and Austria-Hungary's disability, and, in addition, material required for reconstruction.

"Delayed construction in the United States will be resumed as rapidly as labor and materials are available. Present supply and demand in Southern pine is practically normal. Such economists as Babson and Brookmire predict we are on the eve of a building boom in the United States.

"The present indications in Southern pine are that we are to have a runaway market."



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Paints, Varnishes, Stains, Enamels, Oils, White Lead, Shellacs, Fillers, Driers, Japans, Asphaltums, etc., covering every requirement of the trade.

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~ 1874 ~

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The Paint That Stands By The Painter

The great violinist does not play on a cheap instrument. He uses a violin that displays his genius at its best.

You can enhance your reputation for good workmanship by using a paint of acknowledged quality and notable performance. With Lucas Paints, Varnishes, Stains and Enamels you can make every brush stroke lastingly worth while.

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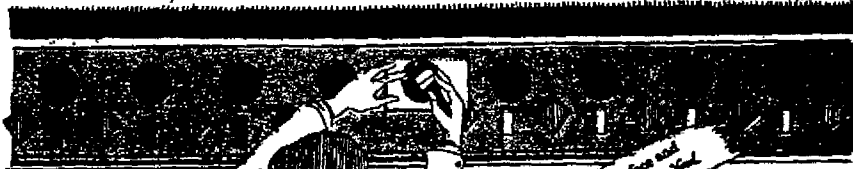
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Lucas Lu-Co-Flat

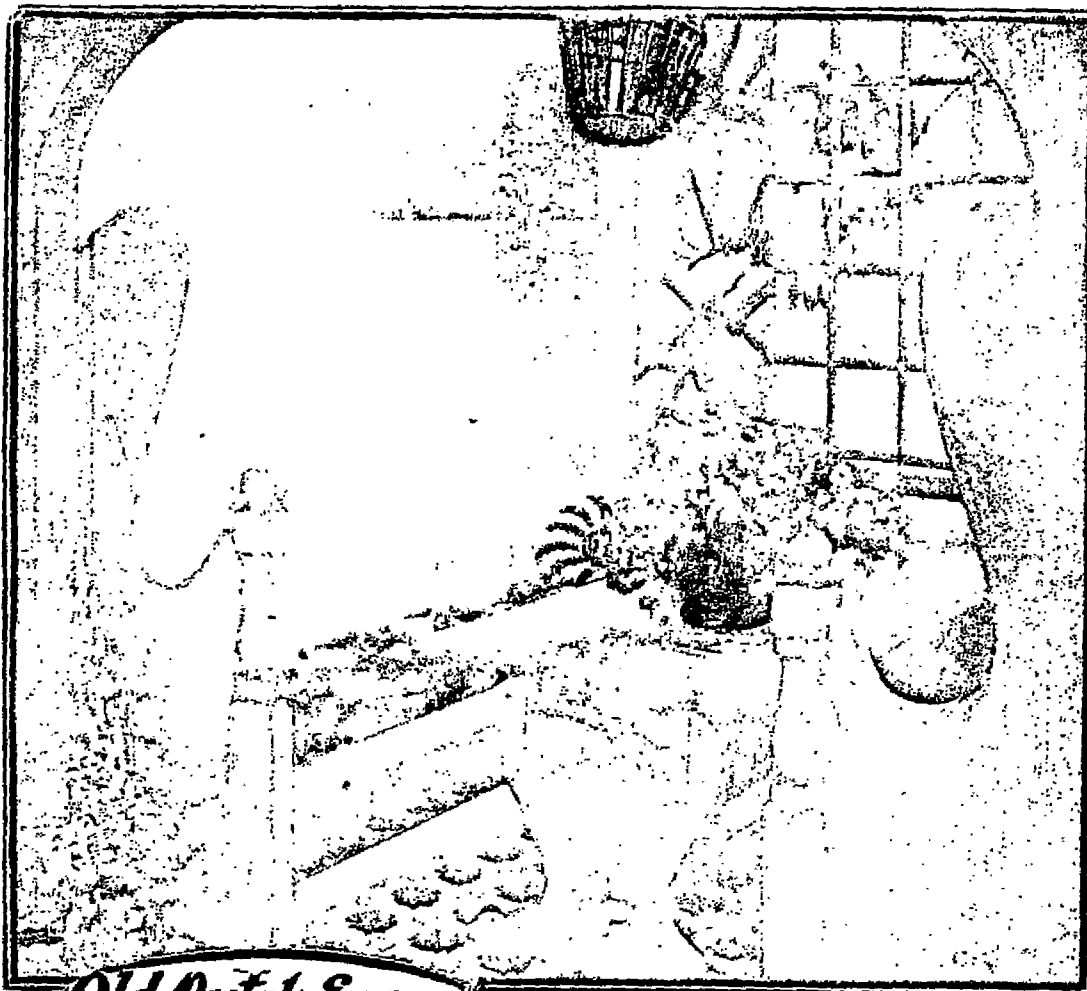
The interior wall finish that brings you good profits and increased business. Every job done rightly is a living advertisement for you. Once you try it—you will see the possibilities it possesses. Use it on your next work.

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PHILADELPHIA

Lucas Paints



for
November
1910



Old Dutch Enamel

"The Enamel Made Without Varnish"

The painter or decorator who is building permanent business by bringing his output above the ordinary, and creating a reputation for individual character of work, will be interested in Sherwin-Williams Old Dutch Enamel.

Old Dutch Enamel is a pure, natural white and possesses such fullness of body and flowing qualities that it is possible to secure a beautiful enameled finish with but one coat over the usual number of undercoats. Its natural whiteness permits tinting to the soft delicate shades so often desired without being thrown off color by adulterants used to artificially stimulate whiteness in many enamels.

Old Dutch Enamel can be supplied in gloss or imitation rubbed finish — the gloss finish equally satisfactory for exterior or interior enameling.

WRITE TODAY for booklet "It Beats the Dutch" — a book designed to tell painters all about Old Dutch Enamel and what it will do.

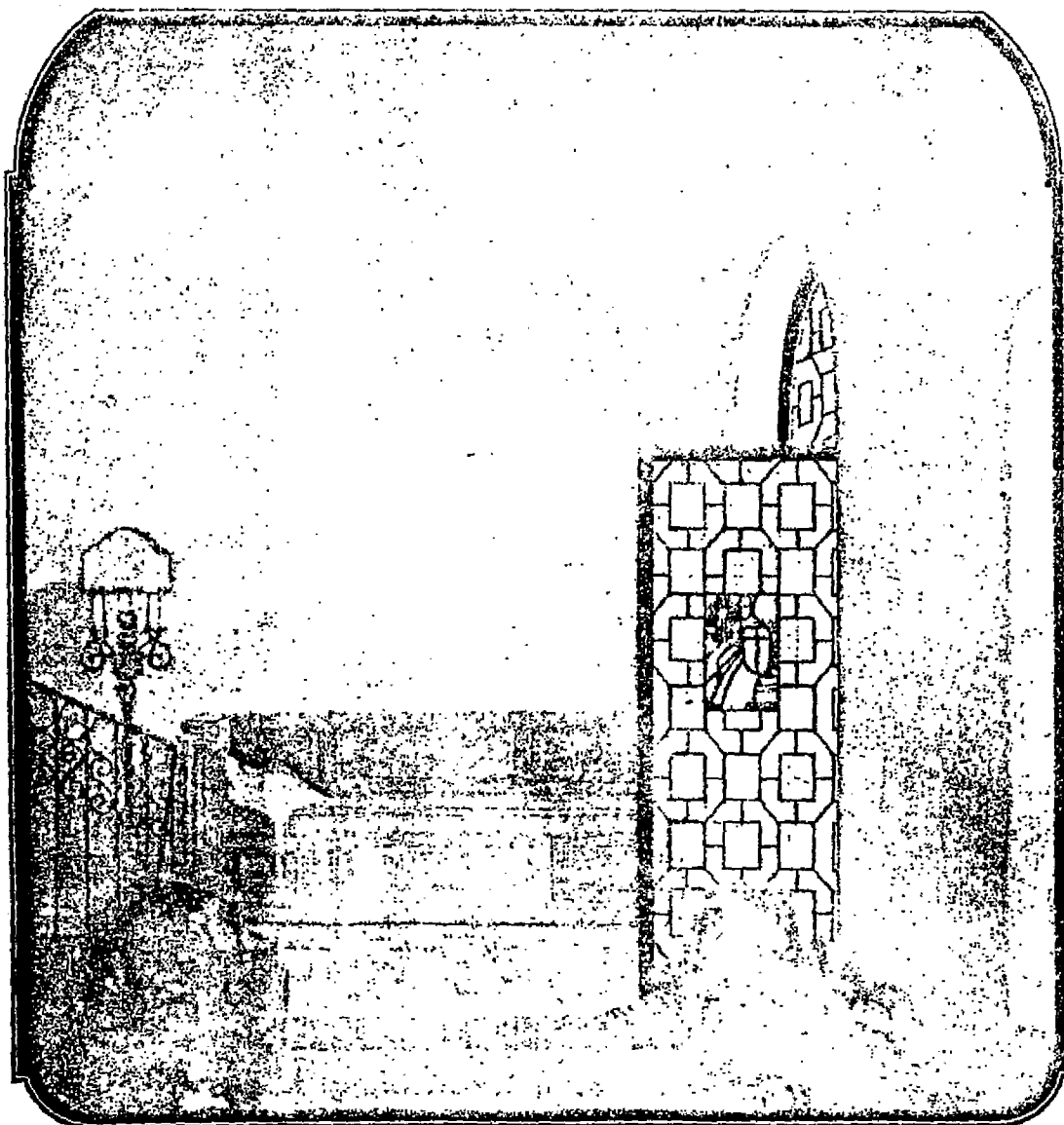


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Flat-Tone

Cost per job and not cost per gallon is, of course, the important point with every master painter.

Sherwin-Williams Flat Tone is a velvety, flat, washable wall paint with exceptional covering and uniform spreading properties, which insure a beautiful, even, well-covered surface with least expenditure of time. Its drying time is right; not setting up so rapidly as to show laps, yet drying very quickly for recoating—and because of perfect flowing qualities, brush marks level themselves out to a perfectly even surface.

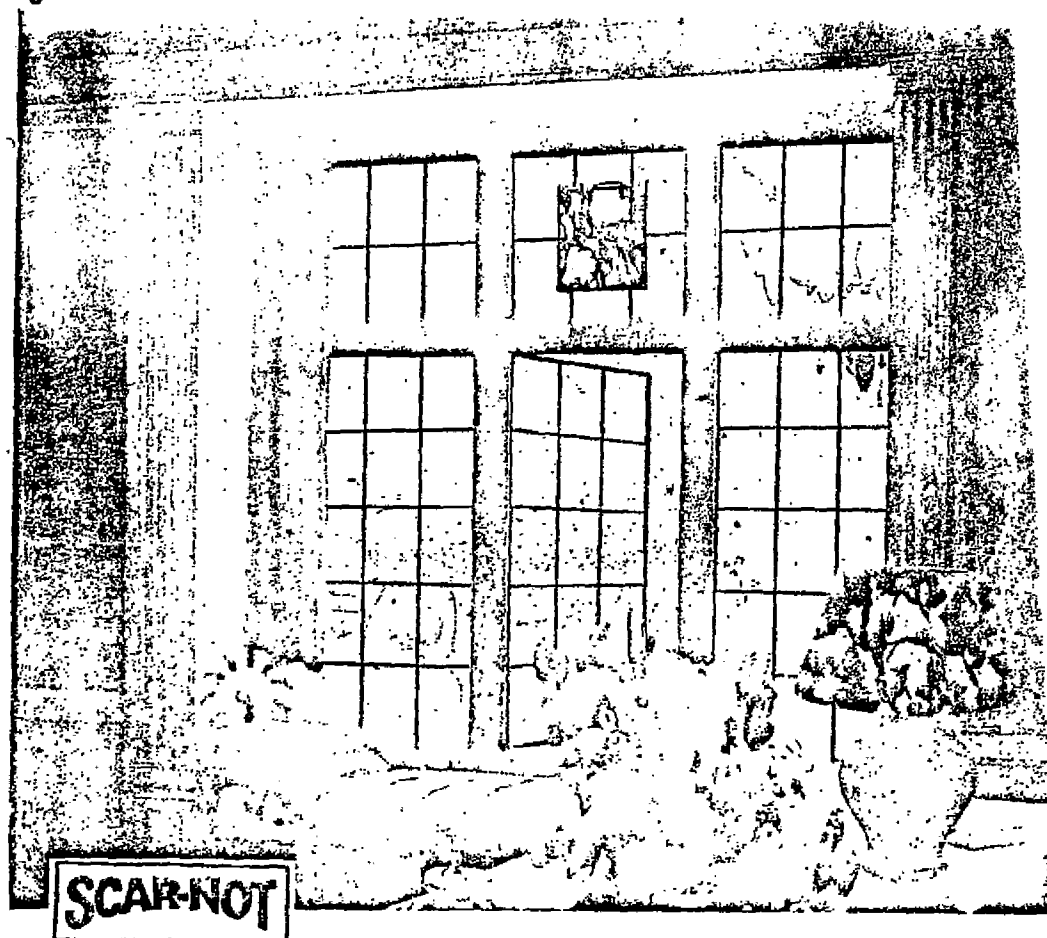
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Where the finest interior finish is desired, Sherwin-Williams Scar-Not Varnish will uphold the Master Painter's reputation.

Scar-Not is a hard gum water proof varnish that absolutely will not check or crack, as is so commonly noticed these days with the cheaper varnishes. Is pale in color, has good body, works freely under the brush and dries dust free in three to four hours. May be rubbed in two to three days, and when rubbed keeps its finish not glossing or sweating up.

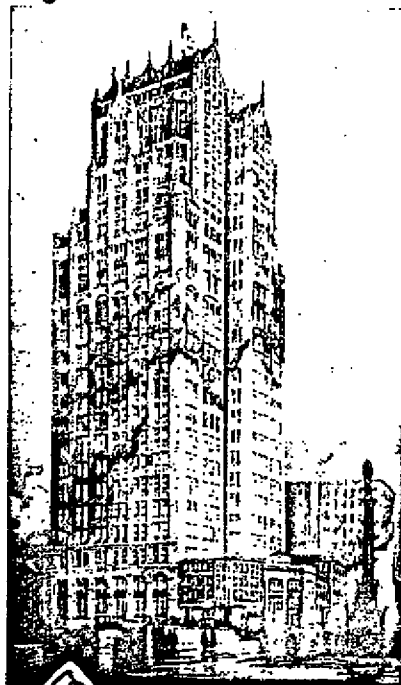


For additional information and prices, write

THE SHERWIN-WILLIAMS CO. Contracting Painters Dept. 601 Canal Road, Cleveland, O.

SHERWIN-WILLIAMS PRODUCTS

When Writing Advertisers Kindly Mention THE PAINTERS MAGAZINE



THE GOTHAM
NATIONAL BANK BUILDING

COLUMBUS CIRCLE, NEW YORK

SOMERFELD & STECKLER, Architects

KENNETH M. MURCHISON, Consulting Architect

H. I. OSER, Structural Engineer

ALFRED E. JOY CO., Painting Contractor

507 Fifth Avenue, New York City



ENAMELOID

A varnish enamel of great capacity for interior grade enamel work where cost is a consideration. Ideal for use on walls and ceilings.

Enameloid is being used throughout the imposing Gotham National Bank Building for the walls of lavatories, elevator shafts and other surfaces where a sanitary white enamel finish is desired.

Enameloid is unusually easy to apply, has great density and spreads well.

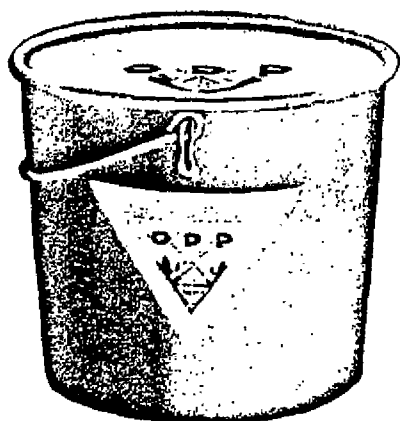
Made in white and a large variety of delicate tints, fast and durable.

For additional information and prices, write

SHERWIN-WILLIAMS CO. Contracting Painters Dept. 601 Canal Road, Cleveland, O.

SHERWIN-WILLIAMS PRODUCTS

When Writing Advertisers Kindly Mention THE PAINTERS MAGAZINE



SHERWIN-WILLIAMS Old Dutch Process White Lead

A strictly pure Old Dutch Process White Lead ground in strictly pure linseed oil. Actually finer in texture than any other white lead on the market.



Buy it
By This Label

Guarantee:

This package is warranted to contain nothing but Strictly Pure White Lead, ground in Strictly Pure Linseed Oil, and we will pay one ounce of gold for every ounce of adulteration that it may be found to contain.

This Guarantee
Your
Protection

The Sherwin-Williams Co.

Sherwin-Williams Old Dutch Process White Lead is screened through 200 mesh bolting silk. Among other advantages it is invariably soft in the package and easy to break up. Will take the maximum amount of linseed oil and possesses exceptional covering capacity and wearing consistency. All standard size packages. Lowest prices.



Give It a Trial and See the Difference

THE SHERWIN-WILLIAMS CO. Contracting Painters Dept. 601 Canal Road, Cleveland, O.

SHERWIN-WILLIAMS PRODUCTS

When Writing Advertisers Kindly Mention THE PAINTERS MAGAZINE

SHERWIN-WILLIAMS



VARNISHES

Four of the 125 Varnish Fires of The Sherwin-Williams Co.

MAR-NOT

FLOOR VARNISH

SCAR-NOT

INTERIOR VARNISH

REXPAR

EXTERIOR VARNISH

The facilities afforded by the largest system of paint and varnish factories in the world, give us advantages for the manufacture of varnishes that cannot be duplicated in any other plant. Sherwin-Williams Varnishes will always be found to have good body, work easily under the brush, and flow out evenly.

Three of our leading varnishes are Mar-Not floor varnish, Scar-Not interior varnish and Rexpa exterior varnish.

Mar-Not is a light colored, easy working, tough, elastic, water resisting and long wearing floor varnish, particularly adapted for use on parquet flooring as well as linoleum. Dries dust free in two or three hours and can be walked on in twenty-four hours.

Scar-Not is a light colored, full bodied varnish designed for the finest interior woodwork, can be rubbed if desired. Will not spot white nor scratch easily. Ideal for window sills, where it will stand up splendidly without checking.

Rexpa represents the highest type of spar varnish, being very pale in color and full bodied, producing a film that is both waterproof and weatherproof. Therefore ideal for all outside work, as well as bath rooms, kitchens, etc.

We also make other Master Painters' Varnishes, covering all requirements of the trade, among which we wish to call particular attention to our Velvet Finish No. 1044, flat drying varnish which does not require rubbing.

We also make a complete line of varnishes.



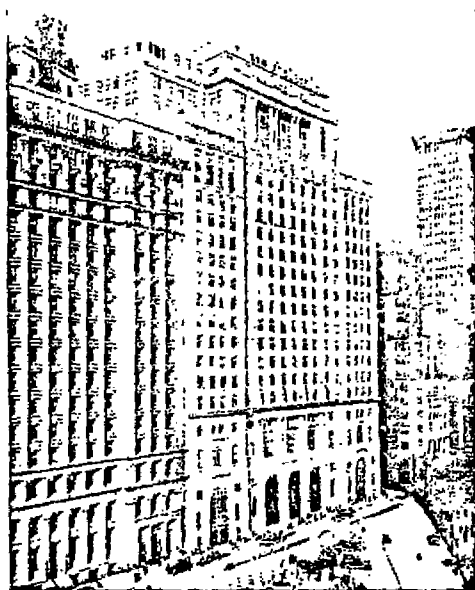
THE SHERWIN-WILLIAMS CO.

Contracting Painters Department

601 CANAL ROAD, N. W.

CLEVELAND, OHIO

When Writing Advertisers Kindly Mention THE PAINTERS MAGAZINE



THE CUNARD BUILDING
25 BROADWAY, NEW YORK CITY

TODD, INCE & ROBERTSON, INC., N. Y. C. Gen. Contractors
SILATE PAINTING CO., New York City, Painting Contractors

BENJAMIN WISTAR MORRIS, New York City, Architect
CARRERE & HASTINGS, New York City, Consulting Architects

A five million-dollar development in the heart of the financial district with a frontage of 205 feet on Broadway. Floor space 650,000 square feet. The Cunard

Building is one of the most notable structures in the world's financial center even where superlatives are the rule. With prestige and appearance of the

highest character to maintain, Sherwin-Williams products were used for finishing throughout.

Flat-Tone

Sherwin-Williams Flat-Tone is a velvety, flat, washable, oil paint, which spreads easily, levels free from brush marks, does not show laps, and is very strong in hiding, insuring a beautiful, even, well-covered surface with least expenditure of time. It does not set up too rapidly; yet the drying time is right, drying quickly for recoating. Sherwin-Williams Flat-Tone is recognized as standard from coast to coast, and is universally specified by architects. Made in white and a wide variety of good tints. Write for color card, additional data and prices. Ask for information regarding our Flat-Tone System Stipple Effects and our Flat-Tone Multi-Color effects.



THE SHERWIN-WILLIAMS CO. Contracting Painters Dept. 610 Canal Road, Cleveland, O.

SHERWIN-WILLIAMS PRODUCTS
ARCHITECTURAL FINISHES

When Writing Advertisers Kindly Mention THE PAINTERS MAGAZINE



Residence, HERBERT ATKINS, Esq., Shreveport, La.

Architect, E. F. NEILD, Shreveport, La.

Concrete Finishes

CONCRETE WALL FINISH—A high quality oil paint made especially for finishing concrete, cement, brick and stucco walls. Under ordinary circumstances two coats will produce a first-class job, and it is not necessary to use a primer or sealer first to obtain a satisfactory surface. Made in a large number of harmonious colors; dries with a flat finish.

CONCRETE FLOOR FINISH—Made especially for use on concrete and cement floors. Under ordinary conditions will dry over night and can be walked on next day. Dries with an enamel-like gloss and withstands hard wear.

CONCRETE AND CEMENT HARDENER—Prevents dusting of cement floors and makes the surface thoroughly and permanently waterproof. Neutralizes the alkaline salts that may be present in cement.

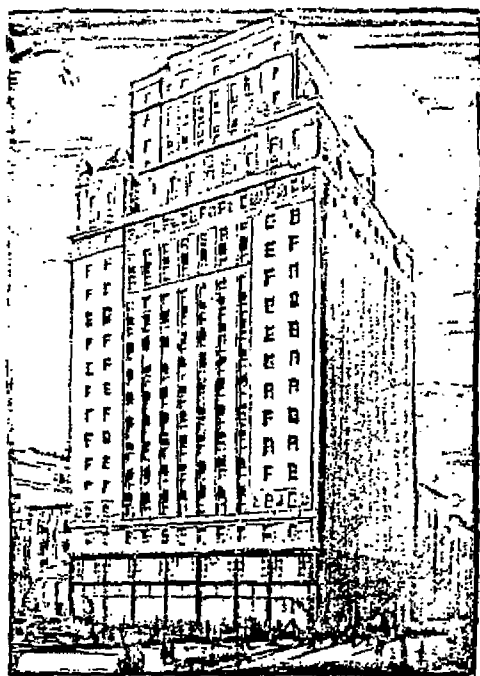
Further Information and Prices on Request

THE SHERWIN-WILLIAMS CO. Contracting Painters Dept. 610 Canal Rd., N.W., Cleveland, O.

SHERWIN-WILLIAMS PRODUCTS
ARCHITECTURAL FINISHES



When Writing Advertisers Kindly Mention THE PAINTERS MAGAZINE



THE LIGGETT BUILDING
42d St. and Madison Ave., New York

Another Large Building Recently Finished With Sherwin-Williams Flat-Tone

Sherwin-Williams Flat-Tone has been used on some of the most prominent buildings recently erected in the United States, three of which are the following:—

GOHAM NATIONAL BANK

Magnificent bank building, Columbus Circle, New York.
S-W Flat-Tone used on all walls and ceilings throughout.

CUNARD BUILDING

Five million dollar development in the heart of New York financial district.
S-W Products used for finishing throughout.

LIGGETT BUILDING

Four million dollar building in New York built to house several of the most prominent firms in American industry.
Flat-Tone used for interior finish.

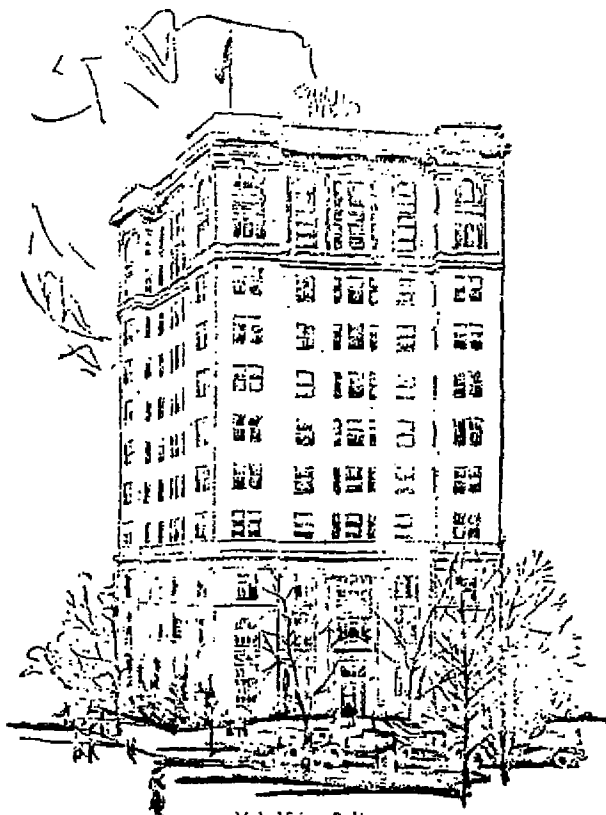
Sherwin-Williams Flat-Tone is a flat washable oil paint, which permits the painter to produce a beautiful, even, well-covered surface with least amount of paint in the shortest time. Drying time right. Does not show laps, and brush marks level themselves out. Made in white and colors.

THE SHERWIN-WILLIAMS CO. Contracting Painters Dept., 601 Canal Rd. N. W., Cleveland, O.

SHERWIN-WILLIAMS

Flat-Tone

When Writing Advertisers Kindly Mention THE PAINTERS MAGAZINE



Medical Science Building
1029 Vermont Ave., N. W., Washington, D. C.

Specified: Sherwin-Williams Flat-Tone for walls and ceilings. Sherwin-Williams Concrete Floor Finish for floors.

It is significant that Sherwin-Williams Products were selected for a building devoted to a science in which paint serves such vital needs. These include not only the character and effects of color, but the most extreme demands for cleanliness and sanitation.

If you are not familiar with Sherwin-Williams Concrete Floor Paint, ask us for full particulars. This is a high grade paint for concrete that can be depended upon to give good results if surface is free from moisture. Made in eight colors. Dries high over night under ordinary atmospheric conditions.

Our Book of Painting and Varnishing Specifications contains complete specifications for the application of Flat Tone and Concrete Floor Finish. This book and color cards will be sent upon request.

CONTRACTING PAINTERS DEPT.
THE SHERWIN-WILLIAMS CO.
661 Canal Road, N. W., Cleveland, O.



**SHERWIN-WILLIAMS
PRODUCTS**

When Writing Advertisers Kindly Mention THE PAINTERS MAGAZINE



SHERWIN-WILLIAMS
MASTER PAINTERS
FINISHES



EMBASSY HOTEL

Formerly Oranah Apartments, 70TH STREET AND BROADWAY, NEW YORK
WILLIAM H. COMFORT, Architect ROBERT H. MACKAY, Painting Contractor

Old Dutch Enamel

"Beats the Dutch for Whiteness"

Sherwin-Williams Old Dutch Enamel, which has won recognition through its high quality and has been used in such operations as the complete remodeling of the Embassy Hotel and others of the highest type throughout the country, is an enamel that is unsurpassed by any other enamel made, either domestic or imported.

Old Dutch Enamel is not a varnish enamel and consists only of the highest quality finely ground zinc—ground in processed linseed oil. For this reason Old Dutch Enamel will not turn yellow with age nor "alligator" like varnish enamels. This is one of the nicest enamels to apply, as it flows remarkably free, does not "set up" quickly and can be worked

over large panels without showing laps or streaks. Old Dutch Enamel comes in three shades: White, Ivory and French Gray, approved and selected by the nation's leading architects and decorators. It is supplied in two finishes—gloss and egg-shell. Old Dutch Enamel can be used for both interior and exterior work.

For undercoater use either S-W ODP White Lead or S-W Old Dutch Enamel Undercoater.

Try Old Dutch on your next high class enameling job. Write today for our Book of Painting and Varnishing Specifications containing complete specifications for the use of Old Dutch.

THE SHERWIN-WILLIAMS CO., Contracting Painters Dept., 601 Canal Rd., Cleveland, O.

SHERWIN-WILLIAMS PRODUCTS

When Writing Advertisers Kindly Mention THE PAINTERS MAGAZINE

SHERWIN-WILLIAMS

Old Dutch Enamel

**American Made
Product
OF PROVEN SUPERIORITY**

There is no enamel made, either imported or domestic, that surpasses Sherwin-Williams Old Dutch Enamel. Each year this enamel has met with the increasing favor of the trade.

Old Dutch is an enamel of the long oil type. It is made from the very highest quality of French White Seal Zinc obtainable, and is ground in special processed oil, aged, and reduced to standard consistency with strictly pure Spirits of Turpentine. Months and months are required for its production from raw material to finished product.

THE SHERWIN-WILLIAMS Co.

Contracting Painters' Dept.
601 Canal Road, Cleveland, O.

Factories, Sales Offices and Warehouses in Principal Cities

In view of the above facts, we invite comparison of the various qualities of Old Dutch Enamel with any other enamel on the market.

Old Dutch Enamel is made in White, Ivory White and French Gray, both Gloss and Egg Shell Finish.



"HERCULES"
(Trade Mark)
**PAINTERS'
DROP CLOTHS**
(Patent Applied For)

Mr. Painter—"HERCULES" Drop Cloths are the best possible advertisement you can have. The "HERCULES" are the strongest, most durable and best tailored Drop Cloth on the American market.

Do more than merely ask your dealer for "drop cloths"—insist upon "HERCULES" Drop Cloths. They are NOT to be compared or classed with any other, except in price.

Sizes based on 36 inch width material.

FIVE GOOD reasons why "Hercules"

Cloths are in such demand :

- 1—We use ONLY first quality strongly woven fabric, and are always uniform
- 2—We NEVER use seconds, mill-runs or remnants.
- 3—All seams are DOUBLE-STITCHED on the most modern machines.
- 4—All four outer edges have full 1½ inch side-hems.
- 5—All four corners are re-inforced with triangle patches.

All U. S. patent rights protected

These jobbers will supply you promptly—write them for terms, prices and sizes:

G. L. KIMMERLE & BRO.

Painters' Supplies, Ladders, etc.
579 Springfield Avenue, NEWARK, N. J.

E. F. HOOPER & CO.

Painters' Supplies
TRENTON, N. J.

Mr. Wholesaler of Painters' Supplies:
we sell "Hercules" Drop Cloths through the jobber only—get in touch with us direct for terms, prices and sample.

"HERCULES" Drop Cloths are also used extensively for Automobile Dust Covers.

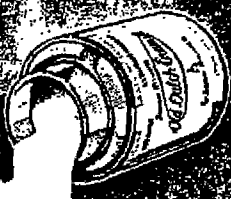
LEEK BROTHERS

(Sole Owners and Makers)

Manufacturers of

Canvas and Drill Specialties
MORRISTOWN, N. J.

**Beats the Dutch
for Whiteness**



**SHERWIN-WILLIAMS
Old Dutch Enamel**

Announcement to the Painting Trade of the United States

In order to cope with the greatly increased demand for Sherwin-Williams Old Dutch Enamel, it has been necessary for us to make extensive additions to our enamel plant equipment. It is with the greatest pleasure that we now announce to the painting trade of this country that this new equipment is now in full operation, and we are in position to assure the promptest delivery of Sherwin-Williams Old Dutch Enamel.

The American Made Enamel Which Beats the Dutch for Whiteness

During the past twelve months, thousands of gallons more of Old Dutch Enamel have been manufactured and sold than ever before, despite the curtailed activity in the building industry. This is significant of the high esteem in which this enamel is held by the painters of this country. This fact is the triumph of American chemists who fifteen years ago took the formula of a Holland made enamel, and after considerable research work, made certain improvements therein which have earned for Old Dutch Enamel the exceptional reputation it now holds.

Complete specifications for the use of Old Dutch Enamel may be found in our Book of Painting and Varnishing Specifications. Any painter or decorator not having a copy of this book will be gladly supplied on request.

THE SHERWIN-WILLIAMS CO.

Contracting Painters, Dept.

601 Canal Road, Cleveland

Factories, Sales Offices and Warehouses in All Principal Cities

Handy
Vest
Pocket
Size

**HOW TO
SAVABRUSH**
and other
ECONOMY
HINTS for
PAINTERS



F-R-E-E This Booklet on Brushes

Tells you how to "Break in" new brushes—how to prolong their life and usefulness—the kind of brushes best adapted to various classes of special work.

It also tells you how to renew old, dry brushes and restore them to usefulness, by using

SAVABRUSH
PATENTED
Cleans Old Brushes

Send for your copy today. Give dealer's name and sample of Savabrush will be enclosed.

Schalk Chemical Co.

Sole Manufacturers
LOS ANGELES, CAL.

Sierra Chem. Co.

Eastern Rep.
3629 S. Ashland Ave.
Chicago

Dept. C

**SCHALK
CHEMICAL CO.**
Los Angeles, Cal.

I am interested in "How to Savabrush" and other useful hints for Painters. Send me your free booklet.

Name

Street

Dealer..... City.....

Do you know that Sherwin-Williams are the Largest Makers of Varnish in the World?

Sherwin-Williams are often accused of being a paint house. We are—we admit it—we are the largest paint house in the world. But—do you know that Sherwin-Williams are also the largest makers of Varnish in the World?

We are the largest buyers of Varnish Gums.

We maintain the largest number of varnish fires.

We produce the greatest gallonage of any company in the world.

No matter where you go you will find Sherwin-Williams Varnishes—on floors, woodwork, furniture, pianos, steamships, Pullman cars, automobiles, lead pencils, toys, implements, etc.

All this tells one thing: Quality—highest quality in the world—perfect suitability of each varnish for its own type of work.

Master Painters have plenty of troubles, without adding *Varnish Troubles*.

The largest makers of Varnish in the world—Sherwin-Williams—offer you freedom from varnish troubles through Mar-not (for floors), Scar-not (for woodwork and furniture), and Rexpa (for outside work).

At your Sherwin-Williams dealer's

MAR-NOT

Mar-not Varnish is for floors, tough, durable, elastic, won't scratch white and water resisting of course.

SCAR-NOT

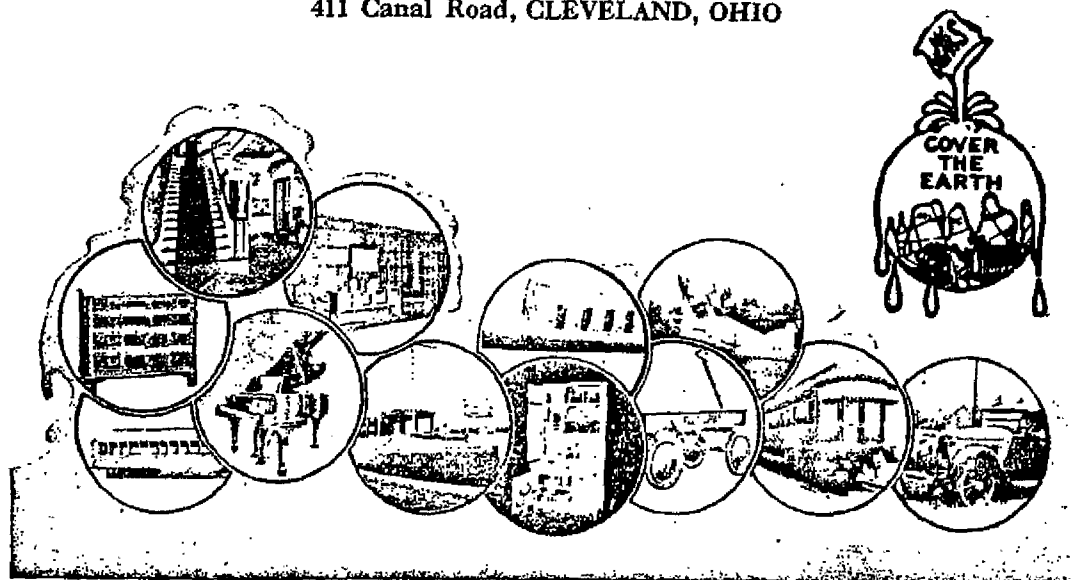
Scar-not Varnish is for woodwork and fine furniture, rich, lustrous, heat-resisting and water-resisting.

REXPAPAR

Rexpa Varnish is for all out-of-doors varnishing, a spar varnish which can be used for any household job.

THE SHERWIN-WILLIAMS CO.

411 Canal Road, CLEVELAND, OHIO



Look at this Varnish Film

Do you want a tough varnish—look at this film. Do you want an elastic varnish—look at this film.

This is a film of varnish, made by Sherwin-Williams. Nobody will appreciate as you will, the significance of such a picture because you, more than anyone, know the quality that varnish must have if it is to stand up on the job.

Your business is one of constant competition. To win and hold a top-notch position in your business we realize, as you do, that the worst possible thing that can happen is to have a job go back on you after your back is turned. Sherwin-Williams have built the largest varnish business in the world because they put a quality into their products that protects their customers. There are cheap, poor varnishes, just as there are cheap, poor workmen. There always have been and there always will be. *It makes no difference to the man who builds a quality reputation. He gets*



the best prices for his work. He gets the repeat business. He can let the others scrap it out among themselves.

Sherwin-Williams make varnishes which are each specially developed for its own purpose. The three leaders are: Mar-Not for floors, Scar-Not for woodwork and furniture and Rexpa for outside work.

Send us the coupon below for full information on these unequalled varnishes. Also, on our special decorative service.

MAR-NOT

Mar-not Varnish is for floors, tough, durable, elastic, won't scratch white and water resisting of course.

SCAR-NOT

Scar-not Varnish is for woodwork and fine furniture, rich, lustrous, heat-resisting and water-resisting.

REXPAPAR

Rexpa Varnish is for all out-of-doors varnishing, a spar varnish which can be used for any household job.

The Sherwin-Williams Co.
411 Canal Road, Cleveland, Ohio

Send me information on your varnishes. Also, give details of your free decorative service for assisting Master Painters on important jobs.

Name

Street Place



Something That's Better Than Lead Alone

Meet

THOMAS ATKINS FAIN



Mr. Fain is a contracting painter of Miami, Fla., now in his 89th year and still very active. His history reads like fiction.

Mr. Fain has been using S.W. material for forty years and to hear him talk about Sherwin-Williams you would think he was employed by us. He buys his material almost exclusively from Murray's Paint Store.

"At the age of eleven he was bound out to a cotton planter in South Carolina and worked side by side with the slaves in the field. This planter had a very brutal overseer. One day he was unusually brutal to young Fain, and the boy unable to stand it any longer, turned on him, hit him over the head with a hoe and knocked him senseless. Of course, that meant that he had to run away immediately to save his life, and with the help of a friendly old colored slave he was able to get out of the neighborhood and beat his way to Charleston where he climbed on board a boat bound for a Texas port and hid himself in the hold. When he arrived in Texas he was apprenticed to an old painter. Later on he joined the famous Texas Rangers and was a member of that organization when the Civil War broke out. He joined a cavalry regiment, served four years and eleven months, and was in most of the important engagements of the war, including Gettysburg."

WHITER
GLOSSIER
MORE DURABLE

SHERWIN-WILLIAMS



(Pure White Lead With Zinc Added)

Pure white lead 75% — pure zinc oxide 25% — perfectly mixed — thoroughly ground in pure refined linseed oil. Put up like lead — breaks up much easier than lead — sells for approximately the same price as lead but saves from 10% to 15% on the finished job over lead used alone.

Zilo has built up a big demand and nobody wonders when he has tried out this product. Write us for full information.

THE SHERWIN - WILLIAMS CO.

Contracting Painters Department

601 Canal Road

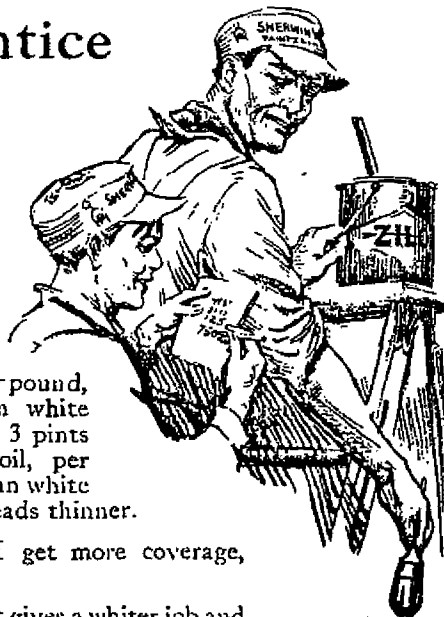
Cleveland, Ohio

Sales Offices, Factories and Warehouses in Principal Cities



Bill and the boy apprentice

"How many square feet Bill?"



Bill brushed down the last coat as only an experienced painter can do it. The Boy Apprentice made a few figures on a piece of paper and his eyes opened wide as he said:

"Bill, do you know you covered 750 square feet with that last gallon? The man I worked for before never got more than 600 square feet."

"That's easy to understand," said Bill, "The last boss you had used straight white lead, didn't he?"

"Yes."

"Well, I'm using Zilo. It's a mixture of 25% zinc oxide and 75% white lead. The people who make it grind it all together and they grind it extremely fine.

"Zilo, pound for pound, is bulkier than white lead. It takes 3 pints more linseed oil, per 100 pounds, than white lead and it spreads thinner.

"That's why I get more coverage, young fellow.

"Besides that, it gives a whiter job and doesn't get gray when exposed to the weather. It's a whole lot glossier, too, than anything else I've ever used. It's mighty good stuff, believe me, Bub!"

Do you know that Sherwin-Williams' Zilo is the best paint pigment modern science has developed? Your paint dealer has it.

SHERWIN-WILLIAMS



(Pure White Lead With Zinc Added)

The Sherwin-Williams Decorative Studios are equipped to plan and recommend decorative schemes for your big jobs. All you have to do is to send plans, sketches or photographs. The studios will send back sketches done in the actual paints recommended, with details and panels showing special treatment, stencil borders and colors. This is practically offering you the services of an expert interior decorator without cost. This service is available any time. What jobs have you in sight right now where we can help?

SHERWIN-WILLIAMS

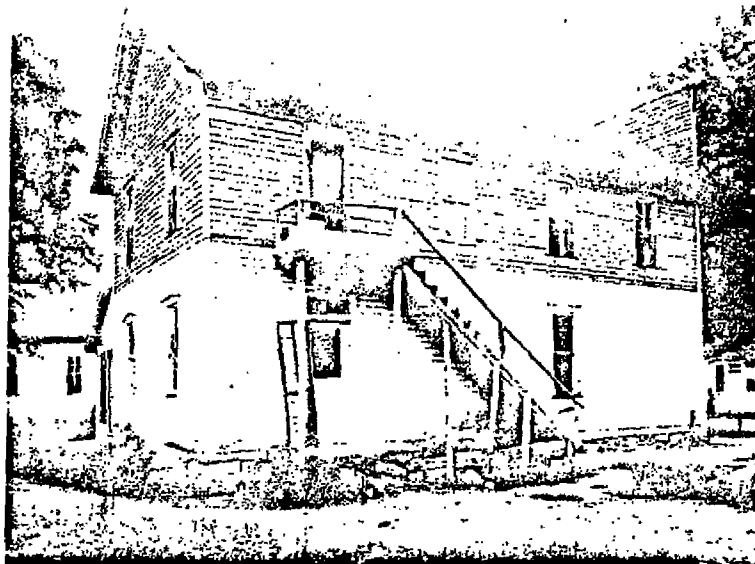
PAINTS, VARNISHES

AND LACQUERS

411 Canal Road,

Cleveland, Ohio





What's the matter with this building?

Here is a house located in Ritchie, Mo., which had a double ownership. Years ago the owner of the lower story had it painted with S W P white and, the same year, the owner of the upper story had his part painted white with another brand. Nothing has been done to either story since and the result is obvious.

This building is a demonstration of the soundness of the Sherwin-Williams statement: "There is no substitute for quality."

Even the "man in the street" appreciates the significance of the story this

building tells, but you, as a Master Painter, appreciate it most. Quality is your biggest ally—Sherwin-Williams quality in paints, varnishes, stains and enamels is an ally you can count on.

Whatever the job you have in hand, if you want finishes that will hold and build your good reputation—trust to Sherwin-Williams. Their goods guard your reputation as carefully as their own.

Send us the coupon below for full information on our special decorative service for assisting Master Painters with special color suggestions free of charge.

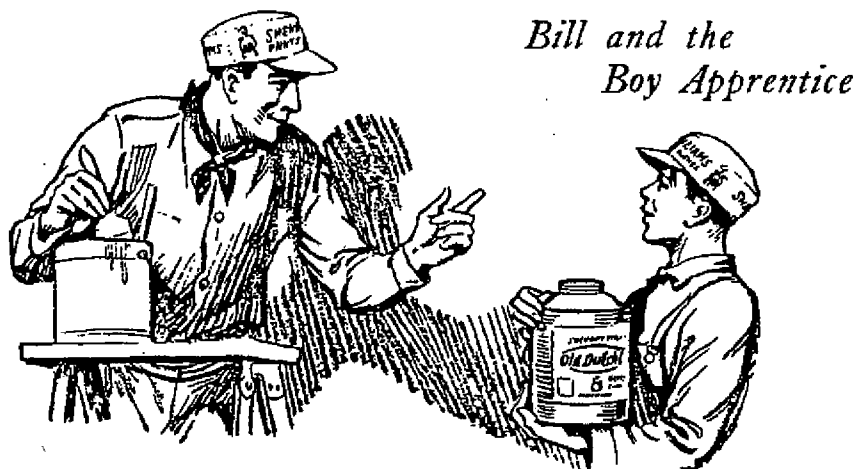
*The Sherwin-Williams Co.,
411 Canal Road, Cleveland, Ohio*

Give me details of the free service of your
Decorative Studios for assisting Master Painters
on important jobs.

Name.....

Street..... Place.....





*Bill and the
Boy Apprentice*

The "Boy" learns how Old Dutch "beats the Dutch"

"WHAT'S this stuff they call 'Old Dutch Enamel', Bill?" said the apprentice as he inspected a can of that famous commodity.

"Don't speak so disrespectfully of that 'stuff', kid, that's the best enamel on the market," replied Bill with a little show of temper.

"Aw, go on," replied the irrepressible boy apprentice, "just 'cause you use it is no sign that it's the best. Spring something new."

"Listen youngster, do you know that the railroads of the country use enormous quantities of this enamel on passenger cars? Why do you suppose the railroads use it? Those people know their business.

"Besides that, I happen to know how it is made. I went through the factory one day. Believe me, if there is any 'wrinkle' for making good enamel that these manufacturers don't know about, I'd like to see it.

"Their chief chemist told me it is his honest belief that human skill can produce no finer product.

"I have been using Old Dutch Enamel for 10 years, and I know personally that it is the smoothest working and glossiest enamel I have ever seen. And the funny thing is that sunlight seems to intensify its pure white tone.

"Show me another enamel that will do that!"



Do you know that SHERWIN-WILLIAMS' Old Dutch Enamel is the finest material of its kind that money can buy? Try it. Your dealer has it or can get it for you quickly.

The SHERWIN-WILLIAMS' Decorative Studios are equipped to plan and recommend decorative schemes for your big jobs. All you have to do is to send plans, sketches or photographs (of rooms). The Studios will send back to you sketches done in the actual paints recommended, with details and panels showing special treatment, stencil borders and colors. This is practically offering you the services of an expert interior decorator without cost. This service is available any time. What jobs have you in sight right now where we can help?

The Sherwin-Williams Co.
411 Canal Rd., Cleveland, O.

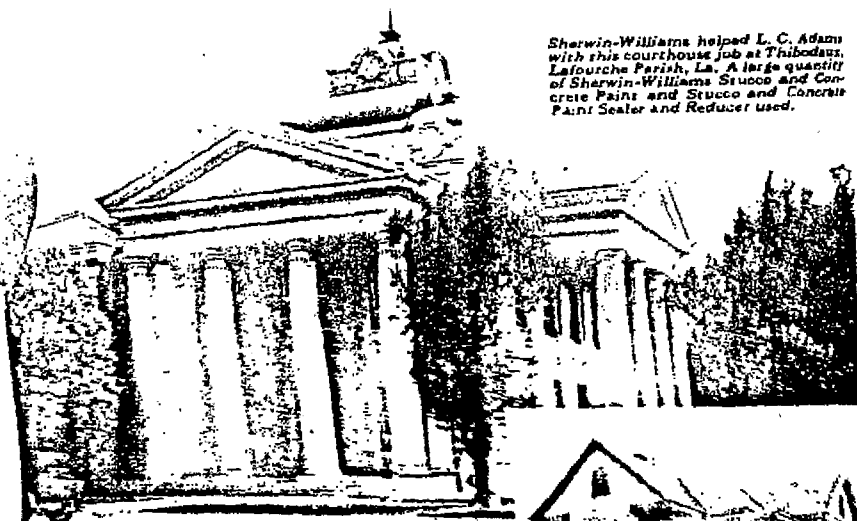
SHERWIN-WILLIAMS
PAINTS, VARNISHES AND LACQUERS
411 Canal Road, Cleveland, Ohio



April 1934



"May I thank you for the cooperation you gave us on the courthouse job at Thibodaux. . . We have sold several cases also as a result of it."
— L. C. Adams



Sherwin-Williams helped L. C. Adams with this courthouse job at Thibodaux, Lafourche Parish, La. A large quantity of Sherwin-Williams Stucco and Concrete Paints and Stucco and Concrete Paint Sealer and Reducer used.

SURE-SHERWIN-WILLIAMS WILL HELP YOU WITH THE JOB!

*Pictured here are a few that S-W helped
painters to get . . .*

No matter what type of paint job you are figuring on—inside, outside, large or small—no paint manufacturer is better equipped or more willing to help you land it than The Sherwin-Williams Co. And no matter where you are located, there's a Sherwin-Williams paint stock near you.

Every time you do a job with Sherwin-Williams Master Painter Products, it does a good job of *advertising you*. It looks better than any job done with ordinary paint—because it really *IS* better. Sherwin-Williams Master Painter Products give you better coverage per gallon—lower material cost—better profit per job. They give you satis-

fied customers—enable you to turn out jobs that *stay sold* and send you other business. Four people out of five prefer Sherwin-Williams paints to any other brand—because they know that the name Sherwin-Williams insures *real paint quality*. And they know that quality painters recommend quality paints.

Get the free selling help we are prepared to give you—get your share of the paint jobs that are going to be done this spring. Write The Sherwin-Williams Decorative Studios, Dept. 635, Cleveland, Ohio for suggested color schemes on special jobs.



THE EMBLEM

Use
Sherwin-Williams
Master Painter
Brushes

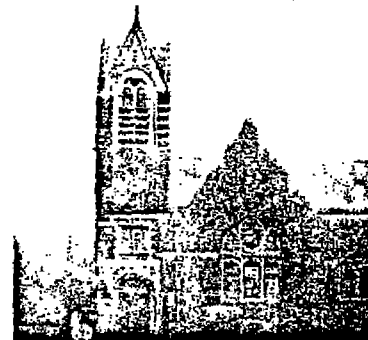
OF QUALITY

THE SHERWIN-WILLIAMS CO.

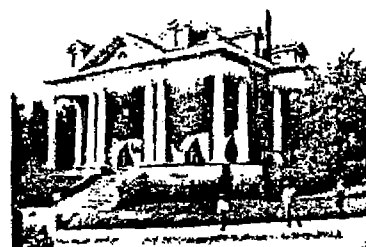
World's Largest Manufacturers of Paints, Varnishes, Lacquers,
Enamels, Stains, Brushes



Baton Rouge home finished inside and out with Sherwin-Williams products — another job Sherwin-Williams helped the painting contractor to close. Products used: SWP House Paint for body and trim; S-W Screen Enamel; S-W Porch and Deck Paint; S-W Ruxper and Mar-Not Varnish. No matter what surface needs paint—Sherwin-Williams makes the right paint for it.



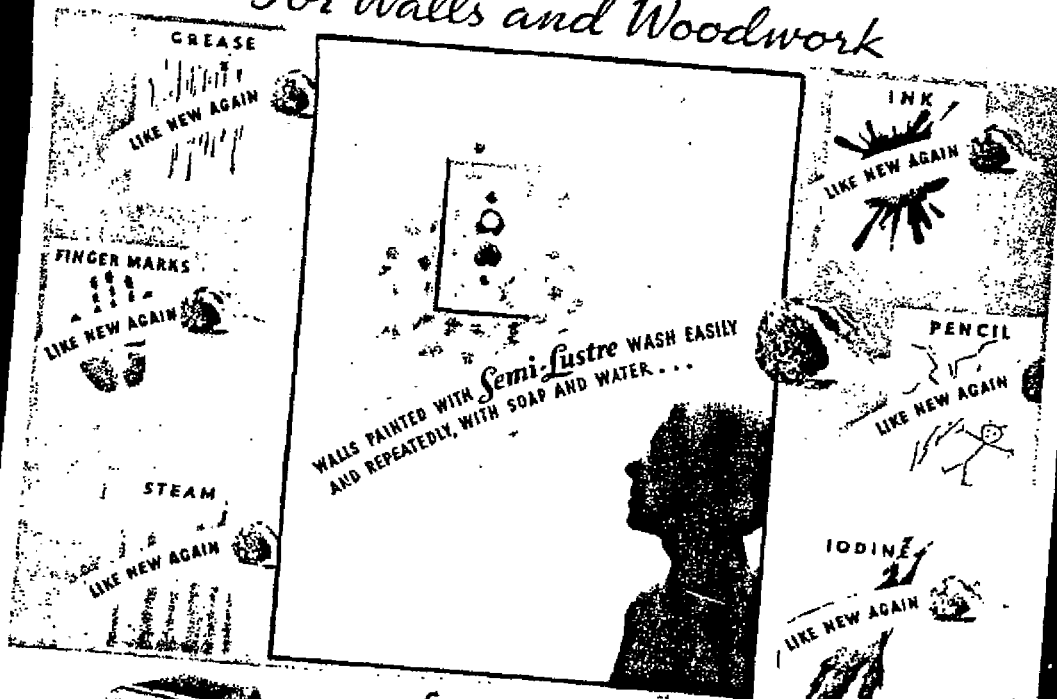
Sherwin-Williams Decorative Studios helped painting contractor to get the job on this Christian Science Church in Pennsylvania. This decorative service is available to you—it helps sell painting jobs for you.



One of the finest homes in Uniontown, Pa.—repainted with Sherwin-Williams SWP Outside Glass White. Couldn't you point with pride to a job like this?

The AMAZING WASHABLE FINISH

For Walls and Woodwork



SHERWIN-WILLIAMS

Semi-Lustre

Quick Drying — Inexpensive to Use

Sherwin-Williams Semi-Lustre is the special formula quick drying modern finish of changeless lustre for walls and woodwork of kitchens, bathrooms, halls, stairways, playrooms, laundry rooms, public buildings, stores, schools, hospitals, institutions, churches, etc. Easily applied, it

dries to a smooth, hard, porcelain-like film which can be washed and washed and washed — without damaging its shining color, without dulling its satiny gloss. Your choice of twelve appealing pastel shades. See them at your dealer's. The Sherwin-Williams Co., Cleveland, O.

SHERWIN-WILLIAMS PAINTS



FREE BOOK
... "The Paint Decorator," 44 pages, 77 color schemes, 111 painting hints by Betty Wood. Get your copy at your dealer's or write to The Sherwin-Williams Co., Dept. 2, Cleveland, Ohio.

SWP HOUSE PAINTS

(1) World's standard of House Paint Value. (2) Covers more surface. (3) Costs less because you get more. (4) Covers faster.

FLAT-TONE

(1) Velvety finish. (2) For living rooms, dining room and bedrooms. (3) Washable.

ENAMEL

(1) The quality fast drying, permanent enamel. (2) For furniture, woodwork.

GLIDE ENAMEL

(1) Easy to apply. (2) Withstanding.



HERE'S WHAT SHERWIN-WILLIAMS IS DOING FOR ITS PAINTER FRIENDS

This is one of a series of striking advertisements appearing in

The Saturday Evening Post
Collier's
Time

Country Home
Better Homes & Gardens
Good Housekeeping

American Magazine
Christian Science Monitor

Show these ads to your paint prospects. Let them know that you are ready to figure on repainting for them with this amazing new Semi-Lustre wall finish, as well as with famous old SWP for exterior use. The Sherwin-Williams Co., Dept. 635, Cleveland, Ohio.





**Federal Housing Act
Releases Millions of Dollars
for Needed Home Painting**



SHERWIN-WILLIAMS
**will help
you get your share**



There's no longer any question as to whether or not Uncle Sam's plan to Rebuild America will work. It is working. Banks and other lending concerns are lending. Property owners are borrowing to remodel, repair and repaint all kinds of buildings. The song of hammer, saw and paint brush has already started . . . and the best is yet to be.

Sixteen Million Buildings need reconditioning. Some require "major operations"—others only minor repairs. But big or little—each job will require paint. That means jobs for you.

"A word to the wise . . ."

This is not a "price market." Most of these jobs will be done with borrowed money. Lending concerns can't afford to o. k. loans on cheap

or unknown paint. You know why! Take no chance of having your bids turned down. Play safe. Use Sherwin-Williams paints. They have been the quality standard in paint for nearly 70 years. No one ever questions their quality. Everybody knows S-W paints. And the men who o. k. loans know that quality painters recommend quality paints.

Call at S-W Paint Headquarters

Your local S-W Paint Headquarters merchant is headquarters for information about FHA jobs. He will gladly provide you with special letters and other literature to help you clinch your share of these jobs. See him.  Tomorrow is not a moment too soon.

THE SHERWIN-WILLIAMS CO.
ADMINISTRATION OFFICES, CLEVELAND, OH
SALES OFFICES, FACTORIES AND WAREHOUSES IN PRINCIPAL CITIES